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The Editor's Page

Washington and 1940

THE next 11 mos. may well prove to be the most momentous in the last 5 decades of American business and its relationship with government. Consider alone the following in their effect upon individual and corporate enterprise:

First, the possibility of a sudden peace with a consequent reorganization of world trade with the compulsion that our national economy and our recent prosperity both rest on, and adjust themselves to, a new and sounder basis.

Second, the possibility of extended "real" war, with immediate shifts in international business demands, prices, trade restrictions, emergency controls and possible industrial mobilization.

Third, a possibility of a history-making Congress dedicated to the construction of legislation and political issues for the 1940 campaign—a Congress hell bent, as T.R.I. terms it, on making or breaking the New Deal.

Fourth, a presidential election, important because upon its outcome will rest the fate of the Labor Act, the Wage-and-Hour Act, the future of Social Security, the Walsh-Healy Act, health insurance proposals and possibly corporate licensing.

Fifth, a possibility of a Barbary-Coast business boom, making today's index of approximately 120 look like the thermometer's freezing point, together with a possibility of price and commodity inflation. Or the other possibility of a fierce depression based on the collapse of world economics.

Sixth, a new era in international affairs and international lineups. Today's phrases may be tomorrow's hopes or nightmares—United States of Europe, a 4-power anti-Russian crusade, war with all its unleashed fury when peace is no longer a strategic hope or desire, and international uprising of the peoples for peace.

Essentially, the Washington program for the forthcoming months balances on the word "strategy." Every action taken by the President will be weighed for 2 effects—first, to assure the election of the New Deal candidate in November; second, to avoid any evidence of discord, of Congressional wrangles, of party splits and of Presidential lickings. These would weaken the international impression that the President plays 1 of the strongest hands in the international card game.

If international tension continues, if the will for peace and the possibility of it remain as great as they are today and if the President continues to be 1 of the few international figures who can interpret that national will into action, then according to T.R.I., his 3rd term attempt would be unbeatable, should he choose to run.

Reports have frequently indicated that in the arena of international affairs or during periods of international crises, the President is conservative. Therefore it is possible that for the forthcoming months any new panaceas for the nation's economic problems will be presented from Congress and not from the White House. The Temporary National Economic Committee, rather than the President, should be watched for the birth of any new economic control.

The most dramatic measure on the Congressional calendar is the Borah-O'Mahoney Corporate Licensing Proposal, designed to inaugurate Federal licensing of all interstate corporations. On the basis of the Treasury

Department's statistics of income for 1935, the net number of corporations which would be affected by the corporate proposal would be approximately 320,000. Strong support of the bill is expected from the Securities Exchange Commission and the Department of Justice.

Federal Action Next

STATES have "muffed their chance" to eliminate interstate barriers which have acted to disrupt interstate trucking and Congress should step into the field and legislate, Public Affairs Committee, a powerful but non-official fact-finding agency asserts in a study submitted for the attention of Senators and Representatives.

Laws restricting trade between the states have much the same effect as tariffs in curtailing living standards and retarding recovery, the Committee accuses. Attention is directed to the fact that while the Constitution prohibits states from levying tariffs against each other's goods, individual states have imposed many restrictions on trade which are as effective as duties on imports from foreign countries.

Among the barriers listed (frankly designed to gain the support of affected persons and groups for a pressure drive on Congress) are: laws forcing state governments to buy home products and employ home labor; quarantine laws which have no relation to plant or animal diseases but which exist solely to give preference to home products; conflicting state laws on trucks which discourage interstate trucking; special taxes on chain stores and other outside agencies; "excise taxes" on out-of-state margarine; and numerous special restrictions on out-of-state liquor.

Consumers, too, are invited to join the crusade. They, says the report, are the "chief victims" of such legislation for the reason that in every case prices are boosted or maintained at uneconomic levels. And the trade barriers often boomerang in the form of reprisals and retaliations, it is reminded.

Counselling the states to "mend their ways," the report includes the following discussion:

"Unquestionably the primary responsibility for removing trade barriers rests with the states. If they can overcome local vested interests sufficiently, they can pursue 2 lines of action. The first of these is the 'uniform law' method. States have already adopted uniform laws on many subjects. There is no valid reason why uniform legislation should not be extended into the trade barrier field. The second possibility is the use of 'compacts' to regulate activities which concern 2 or more states, or to settle problems which involve the states of a region. Such agreements must cover constitutional purposes, and are subject to the approval of Congress.

"If the states refuse to act, ultimately the Federal Government will be forced to act in the interest of national welfare and at the cost of 'state's rights.' A government or agency of government which is blind to public need will be replaced by some authority capable of doing its job when the matter becomes vital to the public welfare. Probably the states will learn this lesson before it is too late. If not, we can expect a further and drastic change in our Federal system with increased centralization of power in Washington."

—Butler.

A. V. L. Hearings Postponed to March 4

The Allied Van Lines hearings, which lasted 10 days in December, will start again at the Hotel Sherman, Chicago, on March 4 at 10 a.m. before Examiner T. B. Johnston. This is a postponement from Feb. 19.

Maritime Terminal Hearings Postponed to Feb. 10

The Maritime Commission's hearings investigating rates, practices, etc., of the various Bay terminals, scheduled to be held at San Francisco on Jan. 10, were postponed 1 mo. by the Commission. They will start Feb. 10.

The object of the investigation is to determine if there are abuses under the Shipping Act of 1916 because of rate agreements, new regulations or other practices. It is reported that several cases of such abuses will come up.

Originally, the San Francisco Harbor Commission was not named as a respondent by the Maritime Commission, but it has since been included with the other 15 terminals. San Francisco Harbor Commission, according to Commissioner J. F. Marias, does not admit that the Maritime Commission has any jurisdiction over it. When the San Francisco Harbor Commission was cited by the Maritime Board, the first intention was to ignore the citation, but this attitude was changed. "We changed our mind," said Mr. Marias, "because we decided the hearings would give us a splendid opportunity to put into the record the facts concerning our excellent facilities and our position."—Gidlow.

Free Zone on West Coast Held Up

The move to establish a "manufacturing in transit" or free zone at San Francisco has been temporarily tabled, according to latest information from J. F. Marias, Harbor Commissioner. Mr. Marias is not satisfied with the present Act governing such zones nor with the working out of those established under it to date. He does not believe that a zone of the kind he has in mind could be established unless the Act were amended.

"Some exponents of the free zone idea for San Francisco are of the opinion that we should put it into effect first, and work to get the amendments later. I don't agree that this would be practicable. I want the bugs shaken out of the Act first." Which sums up to the fact that the Harbor Commission is now marking time on the "manufacturing in transit" plan, but it still likes the idea.—Gidlow.

12.1 Per Cent Increase in Loading 1st Quarter

Freight car loadings in the first quarter of 1940 are expected to be about 12.1 per cent above actual loadings in the same quarter in 1939, according to estimates compiled by the 13 Shippers' Advisory Boards.

On the basis of those estimates, freight car loadings of the 29 principal commodities will be 5,123,227 cars in the first quarter of 1940, compared with 4,570,472 actual car loadings for the same commodities in the corresponding period in the preceding year.

Of the 13 Shippers' Advisory Boards, all estimate an increase in carloadings for the first quarter of 1940 compared with the same period in the preceding year except the Southwest Board which estimates a small decrease.

Tabulation below shows actual carloadings for each district in the first quarter of 1939, the estimated load-

ings for the first quarter of 1940, and the percentage of increase or decrease:

Shippers' Advisory Boards	Actual Loadings 1st Quar. 1939	Esti. Loadings 1st Quar. 1940	Per Cent Increase
New England	110,280	116,608	5.7
Atlantic States	502,863	555,848	10.5
Allegheny	652,738	776,378	18.9
Ohio Valley	599,103	668,979	11.7
Southeast	537,900	600,514	11.6
Great Lakes	287,575	350,378	21.8
Central Western	173,744	177,843	2.4
Mid-West	692,308	781,713	12.9
Northwest	133,865	171,290	28.0
Trans-Missouri-Kan-Sas	259,016	271,701	4.9
Southwest	294,751	294,036	*0.2
Pacific Coast	181,756	203,520	12.0
Pacific Northwest	144,573	154,421	6.8
Total	4,570,472	5,123,227	12.1

*Dec.

The 13 Shippers' Advisory Boards, according to the estimates, expect an increase in the first quarter of 1940, compared with the same period 1 yr. ago in the loading of all of the 29 commodities.

Actual loadings for the first quarter of 1939, estimated carloadings for the first quarter of 1940, and the percentage of increase for each of the 29 commodities included in the forecast of the 13 Shippers' Advisory Boards follow:

Commodity	Actual 1939	Estimated 1940	Estim'd Per Cent Increase
Grain, all	198,165	222,114	11.9
Flour, meal and other mill products	189,801	200,555	5.7
Hay, straw and alfalfa	13,480	14,667	8.8
Cotton	27,235	47,347	73.8
Cotton seed and products, except oil	14,133	15,398	9.0
Citrus fruits	47,195	47,385	.4
Other fresh fruits	34,130	35,009	2.6
Potatoes	55,672	58,505	5.1
Other fresh vegetables	71,559	73,662	2.9
Live stock	141,233	143,995	2.0
Poultry and dairy products	24,080	25,544	6.1
Coal and coke	1,726,870	1,889,244	9.4
Ore and concentrates	95,222	134,039	40.8
Gravel, sand and stone	161,787	178,299	10.2
Salt	23,966	24,545	2.4
Lumber and forest products	346,968	381,091	9.8
Petroleum and petroleum products	455,507	473,459	3.9
Sugar, syrup and molasses	34,096	34,964	2.5
Iron and steel	307,914	447,293	45.7
Machinery and boilers	21,575	26,931	24.8
Cement	83,652	88,971	6.4
Brick and clay products	48,305	51,877	7.4
Lime and plaster	28,917	32,296	11.7
Agric. implements and vehicles, other than auto.	21,294	25,855	21.4
Automobiles, trucks and parts	162,690	193,238	18.8
Fertilizers, all kinds	84,045	88,614	5.4
Paper, paper bd. and prepared roofing	82,139	94,937	15.6
Chemicals and explosives	23,191	25,596	10.4
Canned goods—all canned food products (includes catsup, jams, jellies, olives, pickles, preserves, etc.) ..	45,351	47,797	5.4
Total	4,570,472	5,123,227	12.1

Rail-Water Plea on L.C.L. Granted

The 4th section application of ocean-rail carriers to set up differential less-carload class and commodity rates between Eastern port cities and C.F.A. territories was granted Jan. 4 by the I. C. C. These rates are related to rates established by standard all-rail routes. Competition of freight forwarding companies on less-carload traffic was the issue in the application.

The Commission had previously granted a group of all-rail carriers headed by the Pennsylvania and the B & O, the necessary authority to establish rates which would be competitive with the forwarding companies.

The Commission has also approved 4th section application of another group of all-rail carriers, headed by the C & O, the Chicago and Erie, and the Erie to establish similar reductions in L.C.L. movements.

In each instance the Commission approval will extend until further orders are entered, after hearings are

held on the several applications, Numbers 18,167, 18,175 and 13,645.

The carriers have complained that they have been unable to compete with the operations of the forwarders, especially on traffic moving between less densely populated centers.

Protests to suspend and investigate the rail charges are expected from the forwarders just as soon as the rail lines file their rates.

I.C.C. Cites Waste as Real Rail Problem

The Interstate Commerce Commission in its 53rd annual report to Congress seems to be in full accord with the railroads with respect to the need for elimination of unfair competition as a means for increasing business. While the Commission commended the legislative efforts in that direction, it warned that neither this anti-competitor move nor increased traffic experienced in the last 6 mos. would solve the entire problem.

Elimination of "preventable and uneconomic waste" from the nation's transportation system is regarded as the most important aid to the carriers. For this reason the railroads were urged to press the fight on subsidized competition. They were also urged to strengthen their own defenses by every means possible, including coordination and consolidation. In the latter connection, the Commission held that a proposal to change consolidation features of the law from a compulsory basis to a permissive one offers little reason to hope for extensive mergers.

A table included in the report showed that railroad operating revenues in 1938 aggregated \$3,565,491,000, compared with \$4,106,734,000 in 1937.

The average number of persons employed by all classes of steam railroads in 1938 was 998,050. This was the lowest since 1899. In 1929 the railroads employed 1,752,462.

\$4 Charge for Transferring Scrap, Improperly Loaded

The I.C.C. has authorized railroads to charge \$4 per car for rearranging or 40 cents per ton for transferring from one car to another shipments in open top gondolas of iron and steel scrap improperly loaded in Western trunk line and Southwestern territories. Application of these charges was proposed as the Commission ordered cancellation by Feb. 1 of tariff schedules providing rates of 22.5 per cent of the 1st class rates on improperly loaded scrap in the affected territories. These rates were held to be unreasonable. The problem of improperly loaded cars pertains to the Western trunk line and Southwestern sections only, because, unlike in the East, it was stated their originating carriers do not own open top cars available for the bulk requirements of scrap loading.

The proposed tariff schedules were filed to enforce rules of the Association of American Railroads. The schedules proposed in substance that, if an improperly loaded car of remelting scrap is shipped over an interstate line, the shipper would be required to pay the column 22.5 rates, amounting to approximately 50 to 80 per cent higher than the rates that would otherwise be applicable. The A.A.R. loading regulations are covered in 2 rules. One makes shippers responsible for safe loading of freight and protection of equipment. Another provides among other things that shippers must pay for installing wooden uprights in cars as a means of increasing capacity. This practice is known as cribbing, specifications for which are laid down by the carriers. It is necessary chiefly in order that scrap

in the 2 affected territories may be loaded in low-side cars up to the minimum loading rate capacity of 75,000 lbs., rather than to the alternate minimum weight of 50,000 lbs.

Scrap dealers, protesting against the schedules, told the Commission that the increased shipping costs, incurred in providing wooden cribbing or in payment of higher rates, would materially reduce the quantity of scrap shipped from points which are located substantial distances from points of consumption. Others who testified estimated that the expense of installing wooden cribbing would approximate \$25 to \$60 per car, depending largely on the locality, and in some instances would more than offset the difference between the column 12.5 rates, minimum 75,000 lbs., and the column 15 rates, minimum 50,000 lbs. It was also urged in general that the specified wooden cribbing would be no safer than cribbing composed of automobile underframes, wheels and other metal articles, a point which the carriers challenged.

It is the present practice of the railroads to make charges against shipments when, due to overloading, loadings are transferred from 1 car to another. The Commission said that current tariffs do not authorize the carriers to bill against shippers or receivers of freight the expense of readjusting or transferring shipments of scrap.

Maritime Report on Boston Wharfage Charges

The Maritime Commission has issued its final report and decision in Docket 481, involving an investigation by the Commission upon petitions of the Boston Port Authority, Boston Wool Trade Assn. and the Boston Coffee Brokers' Assn. to determine the lawfulness of the wharfage charges of Boston terminal operators and their various agreements covering the charges and practices.

The Commission found that the Boston & Albany, Boston & Maine, and the N.Y., N.H.&H. railroads are parties to agreements coming under Section 15 of the 1916 shipping act as to Boston port terminals. Copies of these agreements must now be filed with the Commission for approval.

The charging of differing rates on wharfage by operators of different piers has not been shown unduly preferential, prejudicial or unjustly discriminatory, according to the report, which also stated that the agreement between the Commonwealth of Massachusetts and the N.Y., N.H.&H. railroad, covering the use of tracks and piers and similar agreement between Piers Operating Co. and the railroad, are not within the scope of the act. It was also found that the state, where it furnishes wharfage and other terminal facilities at its Commonwealth Piers in Boston Harbor, is an "other person" subject to the shipping act. In this connection, the Commission stated that the state, by not assessing wharfage charges on freight interchanged between vessel and pier which moves by rail to or from points beyond an arbitrary area, while at the same time collecting such charges on goods within the area, is observing and enforcing a practice unduly preferential and prejudicial in violation of Section 16 of the act. All other terminals which have adopted the Commonwealth scale and practice are subject to the same conclusion, the Commission stated.

A cease and desist order against the Department of Public Works of Massachusetts, requiring conformance with the decision before Feb 21, 1940, was issued. The Commission used its decision in Docket 418, Eastbound Intercoastal Lumber, decided last July, in part to predicate its decision against the state. In that case the Commission stated that failure of a public utility to publish tariffs is plainly indefensible, and is a disruptive factor in transportation.

Doebber Heads New Indiana Transportation Institute

A group of leading Indiana traffic managers early in January gathered at the Hotel Lincoln and organized the Transportation Institute of Indiana. An immediate exhaustive study of traffic and transportation problems and facilities is the initial aim of the new group, which will meet monthly in Indianapolis.

Officers elected are: president, F. A. Doebber, traffic manager of Citizens Gas & Coke Utility, Indianapolis; vice-president, J. W. Peters, traffic manager for Delco-Remy division of General Motors Corp., Anderson; secretary-treasurer, G. W. Orewiler, assistant traffic director for Indiana State Chamber of Commerce.

Members of the executive committee are: Leslie Lacroix, traffic manager Evansville Chamber of Commerce; G. M. Field, traffic supervisor, Chrysler Corp., New Castle; E. P. Costello, traffic director, Acme-Evans Co., Indianapolis; R. C. Stoelting, traffic manager, Eli-Lilly & Co., Indianapolis; A. D. Schlosser, traffic manager, Terre Haute Chamber of Commerce; J. A. Coffey, general traffic manager, Continental Steel Corp., Kokomo.—Wimmer.

New England Warehousemen Warned Against Cotton Storage Scheme

The Commodity Credit Corporation, of the Department of Agriculture, has reported a scheme of a Boston man to collect fees from New England warehousemen who might be awarded government-owned cotton for storage. He would receive 10 per cent of the net storage revenue for a period of 10 yrs.

Under legislation enacted last year, the Government is directed to transfer from the South up to 300,000 bales of its cotton to cotton manufacturing centers of New England for storage. The man was said to have based his request for such an agreement upon a representation that he had put through Congress the legislation directing this transfer.

Carl B. Robbins, president of the Commodity Credit Corporation, stated in an official warning to the warehousemen: "In order to protect warehousemen from being victimized by such a fantastic scheme, the Corporation wishes to make it clear that (a) any cotton moved to New England for storage under the provisions of Public No. 387 will be allocated among warehouses on the basis of competitive bids to be requested from all persons having warehousing facilities for cotton, and that (b) no storage contract will be entered into with any warehouseman who is under an agreement to pay any person a fee on Government business."

The section of Public No. 387 (S.2697) with respect to moving cotton to New England states:

"The Commodity Credit Corporation is authorized and directed to transfer to warehouses in or near cotton manufacturing centers in New England not to exceed 300,000 bales of cotton, to which it now has title or may hereafter acquire title, having regard for the grades and staples customarily required by manufacturers in that area: Provided, that all necessary costs in connection with such transfer will not result in additional net cost to the Corporation."

Hourly Rate of 85 Cents at Gulf Ports

A threatened strike of Mobile and Gulf Coast longshoremen was averted Jan. 19 when representatives of ship owners agreed to a wage scale of 85 cents an hour. This is the highest scale ever paid at Mobile.

Wages of longshoremen serving vessels in intercoastal and coastwise trade were also increased as a result of the new contract. The intercoastal men got a raise of 10 cents an hour to 80 cents, while the coastwise men received an increase from 65 to 70 cents an hour.

Savannah Has Busy Year

Contrary to the experiences of Montreal, the Port of Savannah, Ga., hit a new all-time record in 1939 in the number of ships entering the harbor and the fees collected thereby, according to the annual report of Harbormaster Thos. J. Canty. American shipping in the port was nearly 4 times that of foreign nations both in number and tonnage. A total of 1,117 American ships representing a tonnage of 3,121,570 tons, called at Savannah during the last year. Since the outbreak of the war in September, only 16 British ships have called at Savannah.

Tacoma Gains New Carloading Rates

Viewed as a great victory for freight forwarding in Tacoma, Wash. and for transportation and distribution in general, as well as a basis for securing new factories, are the new rates gained by R. G. Murphy, chairman of the traffic and transportation committee of the Tacoma Chamber of Commerce.

Constant agitation has brought the campaign to a successful conclusion, as several carloading companies announce that they will in the future handle freight on terminal charges. Tacoma shippers have in the past paid considerably higher charges than their competitors in neighboring cities. Previously, motor truck companies and railroads, as well as steamship lines, had recognized Tacoma as a terminal port, and now that carloading organizations are to handle freight on this basis, Tacoma looks forward to an influx of industries and wholesalers.—Lütteljohn.

Atlantic States Shippers Oppose St. Lawrence Pact

On the 2nd and last day of its 16th annual convention in Philadelphia, held Jan. 16 and 17 at the Hotel Benjamin Franklin, the Atlantic States Shippers Advisory Board passed a resolution opposing the St. Lawrence waterway treaty between this country and Canada. The 372 in attendance also went on record as opposed to further prosecution of the New York lighterage case and so stated in a letter addressed to Governor Moore of New Jersey.

Among the many reasons for opposing the \$600,000,000 St. Lawrence waterway project were the following:

- 1—As a part year facility, it is economically unsound.
- 2—It would create burdensome taxes without compensatory benefits.
- 3—The amount of traffic claimed by the proponents that could be diverted to the canalized waterway would result in a detrimental effect on railroads, steamship lines, inland waterways, and motor trucks.
- 4—Stability of freight rates, railroad, water and motor truck, could not be maintained.
- 5—It would reduce labor employed by railroads, coal and ore mines, and other industries.
- 6—Reduction of rental and property values, with curtailment and elimination of many industries, would materially reduce Federal Government, state, city and municipal tax revenue.

It was also pointed out that Great Lake cities would be made ocean ports and that this would seriously affect commerce between Eastern cities and such points as Chicago, Detroit, Cleveland, Cincinnati, Dayton, Indianapolis and St. Louis.

At the present time, A. A. Berle, Assistant Secretary of State, is in Ottawa in an effort to reopen treaty negotiations with the Canadian Government.

(Concluded on page 67)



1—A Tinkercraft Kit in fiber box, 14¼ by 5¼ by 2¾ in. 2—One of the Tinkertoy sets with fiber container. 3—Roly Man and Roly Maid.

PACKING TOYS

To Make

Easy Handling

for Manufacturer
and Consignee . .

SOLUTION of their shipping problems, over a quarter century, by The Toy Tinkers, Inc., of Evanston, Ill., brings to light some methods which may benefit other shippers. Packaging of Tinkertoys, for instance, has been satisfactorily evolved through trial of various types of containers.

Since the product is sold through several types of retail channels, and its volume centering largely on the Christmas season, vacation and other holiday periods, the matter of eye appeal was a major factor in packaging. But The Toy Tinkers have combined the package's eye appeal with shipping requirements, handling ease and convenience in putting the toys away when not in use. Tinkertoys are really a type of construction set consisting of wooden hubs with perforations, lengths of spindles and such accessories.

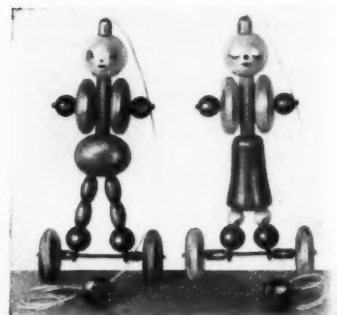


A fiber mailing cylinder with a metal screw top was designed, the exterior being elaborately illustrated to engage the interest of the youngsters.

There are 3 different styles of Tinkertoys—the Junior for very simple construction work and intended for the very young; Tinkertoy, for those a little older; and still another, Senior, for those who desire larger and more complicated models. With the latter set, motor-driven models can be constructed with the addition of the company's Tinkertoy Wind-up motor or the Tinkertoy electric motor. For shipment, a dozen sets are packed into a corrugated fiber container, marked as to its contents, and sealed with gummed tape, the flaps of the carton having been given a coating of silicate as an added precaution.

The company manufactures other toys besides the construction items,—dolls (Tom Tinker and Belle Tinker), Roly Man and Roly Maid, wooden bead necklaces,—all these in brilliant colors; also Tinker Craft Kits for those who like to put things together more permanently with nails or glue and do their own painting. Then, too, there are the picture sets to be colored either with crayons, colored sands, or water colors.

The dolls, attractive in their bright colorings, are placed in cardboard boxes with transparent covers. A dozen of these also are



packed into a corrugated shipping carton. In their individual boxes they make a splendid display item and are kept clean from dust and handling. The necklaces too are packaged in a similar type of box, 1 dozen being packed to a container for shipping. In fact, all cartons are packed to contain a dozen of any one kind of toy, except that some of the higher priced items are packed 6 to a carton.

From this it will be seen that each item is packed in its own carton, which serves as a shipping container, there being some 28 different sizes of the corrugated containers, ranging in weights, when ready for shipment, from 4 lbs. (the Belle Tinkers) to 46 lbs. (electric Tinkertoys), and 62 lbs. (the Tinker Sand Pictures).

When an order comes in, no matter how large, it is shipped in these corrugated containers, each set separately, rather than in consolidated units or in larger containers. For instance, if an order should include 2 doz. Senior Tinkertoys, 2 doz. Tinkerprints, and 1 doz. each of the Tom Tinker and Belle Tinker, there would be a shipment of 6 individual packages under 1 bill of lading. The reason for this is that it standardizes the whole packing and shipping procedure. The work for the consignee is simplified—he does not have to unpack boxes, but can put the various cartons right into stock. It also provides the local jobber, selling to country districts, a standard package all sealed and ready for reshipment.

Because of the distinct seasonal demand, prompt shipment must be made when orders are received, rail lines being generally used.

Shipments are usually sent in l.c.l. lots, and all orders shipped F.O.B., Evanston. For some years it has been the practice of the company when preparing to stock jobbers and department stores in Los Angeles and San Francisco for the Christmas trade, to consolidate the orders so as to make carload shipments to each point. A considerable saving has been effected by the customers over the l.c.l. rate to Pacific Coast points, by using the stop-in-transit privilege at Oakland, Cal., on shipments going into San Francisco.

Ever alert to aid its customers in lightening the burden of the shipping costs, the company makes every possible use of pool car shipments. This is accomplished by turning shipments over to the National Carloading Corp., the Universal Car Loading and Distributing Co., and The Chicago Furniture Forwarding Co., the latter frequently having whole cars made up of toys from various manufacturers.

Public warehouses have been found useful and convenient when new additions are being made to the line, so that spot stocks may be carried in the larger centers for the purpose of meeting more promptly the immediate demands of interested buyers.

Oversea shipments in the main are packed very much like those intended for this country, though certain precautions must be taken.

The individual sets are usually wrapped separately in waterproof paper, and, if the customer requests that the shipment be made a single unit, a wooden box is specially constructed, lined with waterproof paper, and the order packed therein. Shipments going to English speaking countries and to Mexico, are sent from New York, while those going to the Philippine Islands and China are sent from San Francisco.

The idea of making Tinkertoys was first brought to the attention of the originator through watching a child amuse himself daily with no other toys than a stick and a spool. The idea was elaborated upon by giving the child a multiplicity of sticks and spools, the spools having holes bored radially as well as through the center so that a great number of combinations could be made. The idea was still further developed from time to time, and finally a fixed principle of the increasing ratio of triangles as applied to toy construction of this character became apparent. The fact that a child with a comparatively few pieces of wood can put together and take apart an unlimited number of forms, including models that have moving parts, gives to the toy an inexhaustible interest. And when it comes to larger boys and girls, there are the sets which include a real electric motor for imparting power to all working models made

with the Senior set. The Toy Tinkers, Inc., started operations in 1914 and have held their own throughout the succeeding 26 yrs.

Contract Truckers Lose to Railway Express in Milwaukee

The 3 steam railroads operating into Milwaukee on Jan. 2 inaugurated the policy of having their l.c.l. lot freight handled by the Railway Express Agency instead of by contract truck haulers as in the past. The Milwaukee, North Western and Soo lines are cooperating in the move with railroad men estimating the move will cut from 3 to 5 hours, and perhaps more from delivery time.

The Railway Express Agency in Milwaukee has added 16 new trucks to its fleet to handle the railroad freight. The move eliminates more than 75 contract haulers from this service, it is estimated. — W. T. N. B.

Erecting New Cleveland Terminal

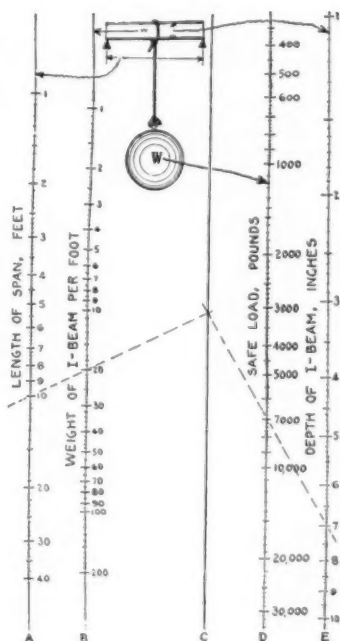
The Interstate Motor Freight System has purchased a site at 4618 Hough Ave., Cleveland, where it is erecting a new modern freight terminal. Interstate, now located at East 40th Street and Lakeside Avenue in Cleveland, is moving to the new building Feb. 15. — Fiske.

How Much Will Any I-Beam Hold?

THIS chart answers the above question. No computations are necessary. The chart tells how much any ordinary I-beam will hold under the very worst condition, with the load concentrated in the middle of the span as shown by the sketch on the chart. The chart is based on concentrated loading for the sake of safety.

Let us suppose that a weight of 4,000 lbs. must be supported. A 7-in. I-beam, weighing 240 lbs., is available. It is 12 ft. long, and therefore weighs 20 lbs. per foot. The minimum distance between supports that can be obtained for the lifting operation is 10 ft. Is the I-beam strong enough to lift the 4,000-lb. load?

The dotted lines drawn across the chart show how the problem is solved. Run a straight line through the 10-ft. (column A) and the 20-lb. (column B) and locate the intersection in column C. Then, from that intersection in column C, run over to the 7-in. (column E). The



intersection through column D shows that the I-beam will support 7,000 lbs. Since the load to be lifted is only 4,000 lbs., the beam is amply strong. In fact, the reader can easily find, by applying the chart, that a 4-in. I-beam, all other conditions being the same, would safely support the load of 4,000 lbs.

Similarly, it is easy to ascertain the maximum allowable span when the factors in columns B, D and E are known. Or the necessary weight per foot of I-beam may be determined when the factors in columns A, D and E are known. Lastly, the depth of beam is determinable when the factors in columns A, B, and D are known.

For loads that are "uniformly distributed" — not concentrated — the safe loads in column D may be multiplied by 2. Thus, the above described beam will support a uniformly distributed load of 14,000 lbs., or 1,400 lbs. per running foot. — Schaphorst.

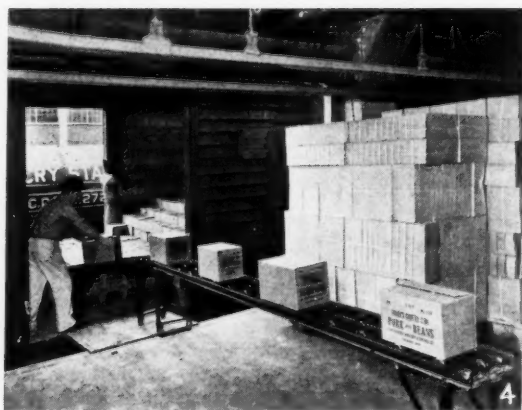
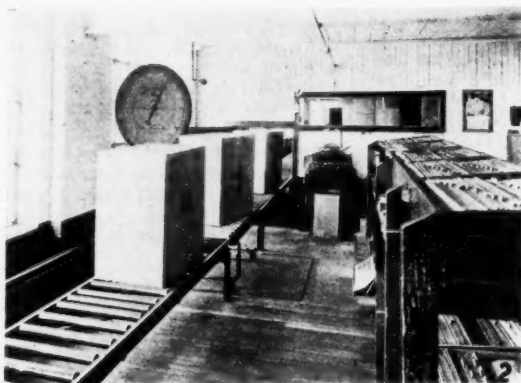
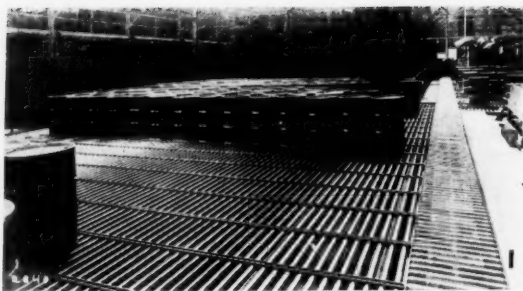


Fig. 1—A system of lateral roller storage lines, leading to outgoing live roller conveyor, handles oil drums efficiently and quickly. (Courtesy Standard Conveyor Co.)

Fig. 2—Arrangement of stencil racks, stencilling machine, conveyor section on large dial scale, expedites movement through the Shipping Department. (Courtesy Lansing Company.)



LAST *Frontier..*

By MATTHEW W. POTTS
Materials Handling Editor DandW

IT has recently been said that the "last frontier" in industrial cost reduction is in the handling of materials. Very few of us stop to think, when we purchase a product, just how much of the cost of that product is chargeable to handling in the operations of production, shipping, packing and distribution.

Let us take for example, the milk which we drink. No labor directly enters into its production by the cow. All of the cost of producing this milk is in the care of the cow. However, as soon as we take this product from the cow we start a series of handling operations.

To try to enumerate these would require more space than we are allowed. Try to think of a few of these yourself, and you will be surprised to find how many times this milk is handled. For example, here are a few, which do not in any way contribute to the quality of the product:

Fig. 3—A self-contained portable belt conveyor can be used for many purposes. (Courtesy Portable Machinery Co.)

Fig. 4—Wheel conveyors instead of gravity roller conveyors are being used extensively for portable sections on the loading and unloading of cars, trucks, etc. (Courtesy Alvey-Ferguson Co.)

Fig. 5—Handling logs in the paper industry is a good example of the fact that handling adds nothing to the quality of the product.

1. The farmer puts the milk in a can.
2. The farmer possibly moves the can 3 or 4 times before he puts it on the truck.
3. The farmer trucks the milk to a pick-up platform.
4. He handles it off the truck on to the platform.
5. The trucker picks up from the pick-up platform on to his truck.
6. The milk is transported by the truck to the next point, either for tank-loading, or for processing, at a local plant.
7. The cans are unloaded from the truck.
8. The cans are handled over to the milk dump.

Up to this point not 1 of these operations has contributed to the quality of the product. However, from here on, there are certain process steps, all of which require equipment for handling the milk, such as pumps, pipe lines, etc. After the milk is processed, it is necessary to put it again into containers. Here, the handling operations again begin to mount. Skipping a few, but starting with the empty bottles already in the dairy, or being received back from the route man, we find:

9. The case has to be handled on to a conveyor.
10. The empty bottles have to be taken out of the case and put into an automatic washer.

From here on, by use of material handling methods, in the operation of process machinery, there is no handling until the bottle is finally put into a case.

11. The case is put in storage.
12. The case is taken out of storage.
13. The case is placed on a truck.
14. The bottle is handled by the milkman to your doorstep.
15. The bottle is picked up and put on the kitchen table.
16. The milk is poured into the glass.
17. You drink it.

Here are 17 handling operations, all of which have added nothing to the quality of the product. When you read it, it seems ridiculous, and yet, if material handling methods were not used, and the industry was not partly mechanized, many more of these operations would be listed.

What is occurring in the handling of milk is occurring in every industry, and it is possible to reduce

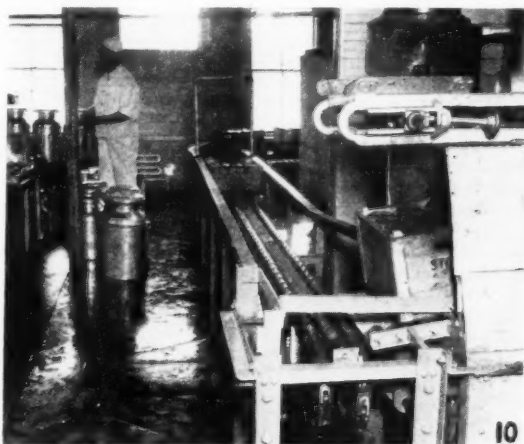
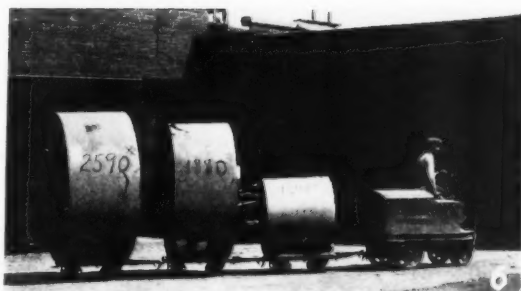


Fig. 6—Orders consolidated on lift truck skid platforms speed up truck-loading operation. (Courtesy Barrett-Craven Co.)

Fig. 7—Tractor trailers are flexible units for various handling operations. (Courtesy Mercury Mfg. Co.)

Fig. 8—Piling of paper has been done with various types of apparatus. This shows the tiering machine or portable elevator method. (Courtesy Revolver Co.)

Fig. 9—Even the newspaper which you read goes through many handling operations. (Courtesy Alvey-Ferguson Co.)

Fig. 10—The milk that you drink is handled many times between cow and consumer. (Courtesy Alvey-Ferguson Co.)

the number of handlings materially. In fact, the milk industry is even today further reducing the number of handlings, in order to keep the cost of milk down for the consumer.

What are you doing in your particular industry to reduce your handling costs, and the number of handling operations required on your products, which as stated at the beginning of this article, adds nothing to the quality of your product?

It is a simple matter to take any particular commodity or product, and follow its progress through production and distribution, and make a list of each handling operation. If this is done, and the list is visualized correctly, it is always possible to eliminate 1 or more of these handlings, either by a change in routing, a revision in production layout, or the application of some type of materials handling equipment.

The following illustrations show what others have done, in connection with the proper application of materials handling equipment, and should give the readers ideas as to how they can do the same in connection with their own particular problems.

Fig. 1 shows how one manufacturer makes for orderly consolidation of orders and speeds up the filling of oil drums, thereby increasing the efficiency of his shipping department. In this installation, lateral storage lines of level gravity roller conveyors, are located between 2 live roller longitudinal conveyors. The drums are taken out of storage, and fed to these lateral lines, by means of a live roller conveyor. When the filling operation is started, these drums are quickly transferred to the longitudinal live roller conveyor, shown to the left, and are fed down mechanically to the lateral conveyors running on the other side to the right, which, in turn, locate the drum under the filling spouts for this operation. In addition to the conveyors shown, other conveyors are used for handling the drums to various parts of the shipping and storage departments.

A simpler operation is shown in Fig. 2, and this also illustrates a very compact shipping department. The cartons are of light materials, and, therefore, the use of the conveyor is not to handle heavy packages, but mainly to keep the packages coming to the shipping department via the straight line method. It will be noted to the right that there is a rack for holding the stencils, for regular customers. At the same time, the stencil brushes, ink, etc., are conveniently located on a part of this rack. The stencil machine for cutting new stencils is within easy reach of the operator.

The use of a section of portable gravity conveyor on the dial scale permits quick adjustment of the scale, and the large dial makes it easy for the operator to read the weight and stencil it on to the package. It is not necessary for the operator to move any great distance, to handle all of the packages passing through this shipping department. This makes for good house-keeping, proper marking of the orders in sequence, and an assurance that all packages will pass by the operator.

Another piece of useful equipment is a portable belt conveyor. This can be used as a booster unit, in connection with portable gravity conveyor sections. At the same time, it is a self-contained elevating unit which can be moved about and used either for loading trucks from ground level or for the stacking of materials. The unit illustrated in Fig. 3 is easily moved by 1 man. This particular unit is equipped with a rubber rough top belt, which permits the conveyor to operate at a steep incline, in the handling of bags, boxes, etc., without the necessity of having cleats on the belt. This is particularly important, in the handling of glass, etc., because sometimes, the operator does not quickly remove the packages from the top of the conveyor. In some instances, cleats will cause damage to the packages.

In the use of portable conveyors, or conveyors that have to be shifted at frequent intervals, it is necessary

to reduce the weight of each individual unit, so that the operators can quickly move the conveyor from 1 point to another. Some manufacturers are building their conveyors of light dowe metal. Others are lightening up their steel structures considerably, and in this connection, more wheel type conveyors, as shown in Fig. 4, are being installed. The wheels can be held into the frame by various methods, and it is amazing how accurately the packages run on this type of conveyor, even on the curves.

Frequently, short handling operations lend themselves well to this type of portable conveyor. On a number of installations, it has been proved that by using these conveyors, the handling costs can be materially reduced.

Materials handling is not only a function of handling of products, but sometimes, the operation of handling a piece of production equipment can be better accomplished by using some mechanical device, which is, in itself, a piece of materials handling equipment. For example, see Fig. 5. In this illustration we see a conveyor handling paper pulp logs to the mill, and since there is a considerable difference in water level, the end of the conveyor is flexible in the vertical plane. Instead of requiring the millwright gang to change this conveyor at different water stages, the installation of a permanent electric hoist unit, directly above the conveyor, makes it possible for the operators to raise or lower this conveyor at will. This not only reduces the cost of handling, but speeds up the operation for which the original conveyor was installed.

Lift trucks and skids have been used for so many years, that it seems almost unnecessary to mention them in an article of this kind, and yet, a recent survey has shown that a number of manufacturers and shippers are not conversant with this type of handling. It will be readily seen in Fig. 6, that the loads are placed on stationary platforms, which cannot be used without the help of the lift truck, which is shown under one of these units. This permits the consolidation of loads on the loading platform, which can quickly be handled into the street truck, when it backs up for loading. In addition to the regular lift truck and skid system, there is now offered by a number of manufacturers, a similar system, using skids with 2 wheels at the rear, and a simple 2-wheel draw-bar handle at the front. This eliminates the use of the regular lift truck. This method of handling has a place in practically every industry, and it will be a revelation to a lot of our readers, if they will just take this 1 piece of equipment, and see how many handlings and re-handlings it would eliminate if installed.

Tractor-trailer trains have been used in so many industries, and under so many different conditions, that it would be almost impossible to list them all. At some future date, we hope to write an article, just covering this one subject of tractor-trailer trains. However, we want to, at this time, say that tractors of various types are available, and trailers of various designs are also available, and the manufacturers are able to build special trailers to meet particular operating requirements. Fig. 7 illustrates a particularly short and small caster type trailer, being operated in trains, and handling bulky and heavy packages, which gives the appearance of a midget trying to carry a giant. However, in this case, the midget being materials handling equipment, actually is able to carry many more times its weight and size.

Following the discussion of milk mentioned in the 1st part of this article, if we could see the multitude of operations from the handling of wood pulp to the completion of our daily newspaper which we read in the evening, or even the operations in preparing this magazine, we would be surprised at the number of handling operations which are required, and how many of them have been changed over from hand methods to mechanical methods. For example, see Fig. 5—the pulp wood itself starts right off on a conveyor and is

(Concluded on page 49)

HUMIDIFICATION OF FREEZERS

Van Rensselaer H. Greene at Convention of Cold Storage Warehouses in Chicago Reveals the Results of Recent Research on the Subject of Freezer Shrink. Predicts a Big Increase in Demand for Freezer Space.

THERE have been a number of published reports recently on trends in the cold storage business; all of these trends apparently show a slackening up in the need of cooler space and a great demand for freezer space. The apparent reason for this change is that the staple commodities which usually occupy cooler space such as apples, eggs, etc., are not going into storage. So far as eggs are concerned, the recent development in the raising of chickens locally throughout the year has made available a more or less continued supply of fresh eggs. Insofar as apples are concerned, there seems to be a growing tendency to erect apple storage warehouses at the point of growth. Insofar as the freezer business is concerned, there has been a considerable increase in the demand for space for frozen eggs and, of course, an enormous demand for the storage of frozen fruits and vegetables.

These surveys further indicate that the demand for freezer space for frozen fruits and vegetables will increase for the next 5 or 10 yrs., at which time requirements in cold storage freezers will be increased 5 to 10-fold.

Freezer shrink and freezer burn are problems which the cold storage man has had to contend with for some time past and about which little data has been gathered. Within the last year or 2 the Rochester Ice Co. has received letters from two Western packers in particular, each one specifying the conditions under which they would like to have their chickens maintained in the freezer so as to avoid freezer shrink and both requirements being almost diametrically opposite to each other. Manifestly the warehouse is in no condition to meet such requirements.

The subject of freezer shrink has again become prominent with the advent of frozen fruits and vegetables which, because of their size and packaging, suffer greatly from this problem. The General Foods Corp. is, I believe, maintaining research laboratories not only within its organization at Boston but also at Columbia University and at the New York State Experiment Station at Geneva, N. Y., under the direction of Dr. Tressler.

Moistureproof Wrapper

So far a great deal of its research has been devoted to the discovery of a wrapper which will be moisture proof. There is a considerable difference between wrappers which are moisture proof and waterproof. It is not a difficult problem to produce a waterproof paper, but it is quite another problem to secure a moisture proof paper. However, some progress has been made along this line and there are a number of particular types of cellophane and rubber base papers which come reasonably near answering these requirements.

The main difficulty in holding frozen vegetables under refrigeration for a long time is, of course, due to the fact that the water in the product is at a condition of saturation at the time the product is packed so that the vapor pressure within the package is always maximum as against a dry condition with its low vapor pressure in the cold storage freezer. This creates a maximum pressure difference and causes a movement of the

water vapor from within the package to the freezer coils.

Some further research has been carried on as to suitable freezing room temperatures to reduce freezer shrinking to a minimum and it seems to be the consensus of opinion that temperatures as low as 20 degs. below 0 are required to produce satisfactory holding conditions.

The reason for this low temperature requirement is because a 60 per cent relative humidity at minus 20 deg. F produces the same vapor pressure difference as does a 95 per cent relative humidity at 0 deg. F. In other words, either condition mentioned above will produce a condition of equal shrinkage and naturally the one which can be produced most economically should be the most suitable.

Expensive

Manifestly, it is not good practice from the cold storage man's viewpoint to maintain freezers at 20 degs. below 0, since it is too expensive for commercial operation. Actually, the power cost to maintain freezers at 20 degs. below 0 is almost double that of 0 deg. F and the initial investment in refrigerating equipment to carry this extremely low temperature is again almost double that of the requirements for maintaining 0 deg. F.

Obviously, then, the cold storage man is becoming jammed between his operating costs and the trend in the requirements of frozen foods for lower freezing room temperatures. The obvious answer, of course, is to find some method, if possible, to increase the relative humidity in freezers from an average of 60 per cent to around 90 per cent.

The average cold storage freezer is cooled by means of pipes located within the room through which either direct expansion ammonia or cold brine passes. The quantity of pipe installed in a freezer is always many times greater than that required to overcome the heat leakage through the insulation. This is necessary first because of the need of getting the room down to low temperatures initially and, second, because a large amount of surface pipe must be provided to rapidly freeze the products which are put into the room, and third to provide for reduced effect of frosted coils.

It seems to be also the general practice in arriving at the amount of pipe to be located in a freezer to figure on an approximate difference between the room temperature and the brine and/or ammonia in the pipes of 10 degs. to 20 degs. The lower the temperature of the refrigerant in the pipes for a given room temperature the worse the relative humidity in the room becomes because the natural air circulation, due to a temperature difference, causes the moisture in the air to condense out on the pipes to a point corresponding with the temperature of the pipes.

In other words, if the room is maintained at 0 deg. F by ammonia or brine circulated in the coils at minus 10 degs. F, the dew point of the air in the room will approach minus 10 degs. F with a room temperature of 0 deg. F which corresponds to a relative humidity in the room of 58 per cent.

When fresh goods are put into the room under these conditions, the moisture in the goods is withdrawn from the goods in order to satisfy the air demand for its moisture content and our experience indicates that this relative humidity rapidly rises as new goods are placed in freezer space from an average of 60 to 85 per cent, when the relative humidity again begins to fall towards the lower point.

These figures indicate that the condition could be greatly improved if 2 or 3 times the amount of pipe surface was installed in the room and the temperature difference between the room and refrigerant proportionately reduced. However, this finally becomes an absurd condition when the amount of pipe required would be all out of proportion to the available storage space in the room, to say nothing of the added cost of construction.

Considerable work has been done on the installation of spray coolers for freezers as a substitute for pipe coils, but here again, the same condition exists unless the size of the spray cooler is increased to a point where the 1st cost becomes a prohibitive factor.

Many attempts have been made to increase the relative humidity by the introduction of water into the air, this water being either applied warm, as a spray, or in some cases, highly atomized through nozzles by means of air pressure. The difficulty with this method of procedure seems to be that because of the low moisture carrying condition in this cold air, the moisture added to the air stream is not absorbed by the air but is simply carried as frost or entrained moisture until it is condensed out on the pipe coils as frost.

Frost on Coils

The experiments which have been conducted at Rochester are based upon the theory that when the moisture content of the air is raised to a point below the saturation temperature, that it comes out as frost on the coils far more slowly than with any other method.

The first problem, therefore, was to devise a compound which would not freeze at this low temperature, would have no odor and the affinity for moisture of which would be so slight that the water could be separated from the basic solution with little difficulty.

After trying out many such compounds, the 1 which apparently comes nearest to meeting these conditions is a glycol derivative. Ordinary glycol solutions do not meet the requirements because of the fact that they might be detrimental to the food in storage.

It is not the intent of this paper to be secretive as to the material used, but further investigations and study will have to be made before the correct answer can be given.

The method of procedure has been the installation of a small spray chamber and fan so that a small percentage of the room air is continuously circulated through the sprays. The temperature of the liquid circulated through the sprays is controlled by an electric heater to a temperature which is approximately 10 to 20 degs. above that of the freezer room air.

The small percentage of air which is circulated through this spray unit picks up the water from the solution and increases its relative humidity from an average of 60 per cent up to the point of saturation if it seems desirable. In practice, it is not desirable to reach saturation point because of the presence of fog which is apparent at the discharge of the fan and which, of course, will increase the accumulation of frost on the pipes.

It has thus far been our experience that controlling the temperature of the mixture so that the air leaves the sprays at 90 per cent relative humidity gave us the best result, and in time built the relative humidity of the room up to between 85 and 90 per cent. In operation, the level of this mixture in the tank of the circu-

lating unit fell and was replaced from time to time with pure water.

In conjunction with these experiments an interesting point arose which some day will have a bearing upon this whole problem and that is the relative thickness of the frost on the cooling coils. When ice accumulates on the coils it, of course, acts as an insulator and must be removed when the insulation has become so great as to cease to provide the necessary temperature difference between the room and the coil to produce the necessary room temperature. However, against this, as the thickness of the frost increases, the temperature of the surface of the frost increases and a point is actually reached where the relative humidity in the room air and the temperature at the surface of the frost line on the pipes produces equilibrium.

Forgetting for the moment the need of a specific room temperature, it is perfectly possible, by the shutting off of the ammonia or brine coils in the room and letting the refrigerant temperature within the coils rise to that of the room, to actually have the frost go back into the room air, thus raising the relative humidity of the room and simultaneously defrosting the pipes.

In practice, unfortunately, this equilibrium comes about when it is too late, since the damage in the drying out of the product has already been done.

This would lead one to believe that there may be a possible solution to the difficulty of increasing the relative humidity in freezers by automatically operating the flow of the refrigerant through the coils so that the temperature difference between the room and the refrigerant may always be kept at a minimum, thereby making better use of the large quantity of pipe usually installed over the actual refrigerating requirements of the room during a period when little or no fresh goods are being added to the freezer.

Accurate Readings

In this connection, it would be amiss not to mention some of the problems encountered in reading relative humidity temperatures below the freezing point. It has been said that it is possible to get reasonably accurate readings with a standard sling psychrometer, provided the psychrometer is swung fast enough and long enough. So far as the writer is concerned, we never could determine when the above 2 conditions actually existed. At no time were we able to satisfy ourselves that we had the maximum depression of the wet bulb thermometer and so this method was abandoned.

Dr. C. A. Winkler of the Canadian National Research Council developed a dew-point hygrometer for use in low temperatures. This instrument consisted of a mirror made of copper, plated with chromium, into which are fastened 6 thermo-couple junctions, the thermo-couples being connected to an electric galvanometer calibrated to read in degrees.

This mirror is placed over the neck of a container holding a non-freezing liquid, such as alcohol or ethylene glycol, which in turn is immersed in a vessel containing solid carbon dioxide. The cooling of the liquid within the container by the carbon dioxide slowly cools the metal surface of the mirror and when dew forms on the surface of the mirror the temperature of the mirror is taken and this temperature then gives the dew point of the room. From this dew point and the room temperature it is a simple matter to read from the charts the relative humidity.

As simple and accurate as is this instrument, it seemed too complicated for commercial use and so a unit was devised which consisted of a small air blower, such as is used for forced draft on household boilers, which drew a small amount of the room air through an electric heater, the heater being similar to that used in a radiant heater.

(Concluded on page 23)

IN THE *Cold Storage* FIELD

Practices in Precooling of Fruit Before Shipment

PRECOOLING of fruit before shipment, when done properly and thoroughly, has proved so highly beneficial in placing the fruit in the eastern market in a more marketable and edible condition that it is being used on an extensive scale throughout the west, according to L. I. Denton, of the Pacific Fruit Express Co.

At the last convention of the National Association of Refrigerating Engineers at Los Angeles, Mr. Denton submitted some timely data on current practices of precooling fruits prior to shipment, together with comparisons of the relative values and effectiveness of stationary versus portable car precooling equipment, which are pertinent to growers, packers, shippers and distributors throughout the country.

Precooling of deciduous fruits, as practiced in the west, Mr. Denton declared, is accomplished almost entirely in refrigerator cars *after* loading for shipment, the principal exception being room cooling for apples and pears. Room precooling, he explained, while more thorough, is not so rapid as car precooling and is more expensive because of the initial cost of the precooling rooms and their installations, plus the cost of handling commodities in and out of the precooling rooms. While citrus fruits at present are precooled both in rooms and cars, the trend in that particular field, Mr. Denton disclosed, is toward room precooling where the fruit may be held in storage pending market conditions.

Entering into a discussion of comparative methods, Mr. Denton stated that the most rapid and effective car precooling is achieved in cars equipped with stationary precooling plants, such as used by railroad companies. By far the most popular type of precooling, however, is achieved in refrigerator cars equipped with portable fans using ice in bunkers for the cooling medium. This type of precooling, according to Mr. Denton, has won greater popularity than other methods because it represents the least initial expense to the precooling company for equipment; because it can be accomplished at the loading shed as soon as the car is loaded, thereby extracting the field heat from the commodity immediately after loading; and because of its economical operation in districts where cost of ice is reasonably low.

Precooling with fans circulating iced air, he pointed out, is effective mainly where an adequate supply of ice is available and when sufficient time is allowed for a thorough job of cooling. Precooling time, he explained, is regulated by the temperature of the circulating air, which, in turn, is regulated by the percentage of salt mixed with the ice. In a refrigerated load under thermal circulation of air, the cooling of the top of the load is the problem, Mr. Denton asserted, while in a load under heater service, the heating of the bottom of the load is the chief consideration.

Regarding stationary precoolers, he stated that while such installations are considerably more expensive than portable fan-cooling units, they are also several times faster in that more air can be circulated at a colder temperature than is possible with portable coolers.

Explaining the operation of various systems, Mr. Denton asserted that stationary precoolers use direct expansion, brine coil or brine spray systems of refrigeration; that the brine spray system is often more flexible than the others and offers greater convenience

of operation; and that the brine coil system operates on the principle of blowing cold air from the cooling chambers through 1 hatch into the ice bunker at 1 end of the car, the air then passing through the upper apertures in the bulkheads and out over the load.

To precool a car thoroughly with portable precoolers, Mr. Denton explained, requires from 8 to 40 hrs., depending upon the type of precooler and the commodity to be cooled; but to precool even for 8 hrs., he emphasized, means holding a car over until the following day, with a corresponding delay in reaching the market. To overcome this delay, and at the same time to carry more uniform temperatures throughout the load, he disclosed that a few refrigerator cars have been experimentally equipped with permanent fans for circulating the air when the car is moving. These cars also are equipped with auxiliary fans for precooling certain classes of perishable commodities.

Mr. Denton explained that due to the limited amount of air that can be circulated with fans installed in cars, it is not possible to do so rapid and thorough a job of precooling as can be done with stationary and portable precooling equipment, but added that intensive precooling is not regarded as necessary while the car is moving until the carrying temperature of the load has been reduced.

Various types of car-fan devices are still in the development stage, according to Mr. Denton, such as radial-blade fans of the Sirocco type installed under floor racks; a 3-blade fan with 14-in. leaves, which is placed on the top of each bulkhead; and a recent development—a fan with a paddle-like blade, 5 in. long, run from the turbine.

While some fans used at the present time are driven by friction from the car wheels, Mr. Denton declared that there is a serious demand for a suitable drive, either in the form of a wind motor, a more effective friction mechanism from the car wheels, a belt drive from car axle to fan shaft, or some flexible type of drive-shaft. A suitable and efficient drive, he stressed, must be able to stand the abuses of railroad travel, and its development is one of the difficult problems facing the refrigerating car and perishable fruit industries.—*Herr.*

Wisconsin Opposes Cut in Freight Rates on Margarine

Opposition to a proposed unfair advantage in freight rates for margarine as compared with freight rates for butter was voiced by the Wisconsin Board of Agriculture at its session in Madison, on Jan. 9th. The proposal would reduce rates on margarine up to as much as 48 per cent. The Wisconsin Board of Agriculture does not object to a lowering of freight rates, provided the rate reductions are the same for butter.

At present butter and margarine have the same freight rates. The rate on l.c.l. lots is \$1.42 per 100 lbs. in all parts of the country. Under the proposal, rates on butter shipments would remain the same but margarine rates would be reduced to 92 cents in the territory east of the Mississippi and north of the Ohio River. In all other territory the margarine rate would be reduced to 84 cents per 100 lbs.

In carload lots the present rate is \$1.09 per 100 lbs. east of the Mississippi and north of the Ohio River;
(Concluded on page 68)

FROM The Capital

Railway Express Under Motor Carrier Act

Closing a case which had been under examination for 4 yrs., the Interstate Commerce Commission has ruled that over-the-road motor vehicle operations of the Railway Express Agency are subject to the Motor Carrier Act, regardless of whether rail movement precedes or follows the truck handling.

Exempting specified terminal operations, the Commission supplied categorical answers to each of the several questions which had entered into the case. The findings in those particulars were:

"1. Motor vehicle operations in interstate or foreign commerce by or in behalf of the agency or any of its subsidiaries in pick-up or delivery or transfer service within terminal areas, when associated with prior to subsequent express service by railroad or partly by rail and partly by water and for which no charge is made in addition to that applicable to such prior to subsequent service, are subject to provisions of Part 1, the rail section, of the Interstate Commerce Act, and are not subject to the provisions of Part 2, the Motor Carrier Act. I.C.C. authority for such operations is not required.

"2. Motor vehicle operations in interstate or foreign commerce of the agency or its subsidiaries in transportation incidental to transportation by aircraft are exempt from all provisions of the Motor Carrier Act except those relative to qualifications and maximum hours of service of employees and safety of operation or standards of equipment. The I.C.C. authority for such operations is not required.

"3. Motor vehicle operations in interstate or foreign commerce of the agency or its subsidiaries in performing for rail carriers a pick-up and delivery or transfer service within terminal areas are subject to the provisions of Part 1 and are not subject to the provisions of Part 2. I.C.C. authority for such operation is not required.

"4. Other motor vehicle operations of the agency for railroads, except those specified in 3, are subject to the Motor Carrier Act. I.C.C. authority is required and will go to the railroad, the agency or a subsidiary, depending upon which is found, in each instance, to be exercising control over the motor carrier service.

"5. All motor vehicle operations in interstate or foreign commerce or the agency or its subsidiaries not covered in findings 1 to 4 inclusive, and which involve transportation not exempt under section 203 (b) (8) of Part 2 (which exempts operations confined to a municipal area), are subject to the Motor Carrier Act. I.C.C. authority for such operations is required.

"6. Where motor carriers in their own right perform service for the agency or its subsidiaries, such operations are not those of the agency or its subsidiary.

"7. Where motor vehicle operations are performed by use of vehicles belonging to other persons, such operations are those of the agency or its subsidiary or are those of others, depending upon which is found, in each case, to be exercising control over the operations of the vehicles."—Butler.

I. C. C. Blasts Rails for Ills

Senate and House conferees were scheduled to begin anew their consideration of the "national transportation act" early in February, with only 1 important development since they laid the bill aside temporarily last year: a shattering blast from the Interstate Commerce Commission against both the philosophy behind the bill and the form of legislation that arose from those theories.

The Commission used its annual report to Congress as a vehicle to declare that vices against which railroads complain are largely of their own making, and to question frankly whether the proposed codification will accomplish the reforms asked.

To the rails, the Commissioners offered the suggestion that they first eliminate wasteful operation and then concern themselves with the problem of competition. Adverting to the complaint that railroads are placed at a disadvantage by "subsidized and inadequately regulated" competing carriers, the Commissioners wrote:

"We venture the guess that even if this dominant thought is pursued in legislation and its subsequent administration to the full extent which the facts justify, the railroads will continue to be faced by a steadily increasing participation by other types of carriers in the transportation of the country.

"In dealing with the transportation problem, 1 objective so far as the Government is concerned, must surely

be to achieve for the country the most efficient and economical system of transportation. No constructive action in connection with the transportation problem is more important, in our judgment, than such efforts to reduce the great amount of preventable and uneconomic waste which now exists in transportation and to achieve a sound integration of the various modes of transportation.

"It calls also for aggressive leadership on the part of the Government."

Complaining that the approach selected by the committees of Congress is not a feasible one, the I.C.C. pointed out that codification was considered at length when the Motor Carrier Act was about to become law. Thought was given to "interlarding" that statute with the rail section of the commerce law, but, said the report: "It must be borne in mind that motor carrier transportation differs in so many respects from railroad transportation that differences in the details of regulation are often necessary or desirable." To merge not only rail and motor transportation, but also water carrier control under a single act would be to disregard the findings of studies already made, said the Commission.

The regulatory body did not limit itself to criticism of S. 2009, nor did it view the outlook as hopeless. The report declared:

"Remedial legislation such as it is possible for the conference committee to evolve from the 2 measures which it now has under consideration is desirable and should produce good results.

"The most important things which it would do are these: (1)—It would bring water carriers engaged in the domestic trades within the Commission's jurisdiction and subject them to much the same sort of regulation as is now provided for railroads and motor carriers; and (2)—it would create a new and temporary agency to study and report upon the relative economy and fitness of rail, water and motor carriers, with a view to promoting their coordinated use and avoiding wasteful and destructive competition, and upon the extent to which the 3 types of carriers are in effect subsidized by the Government. These are steps which we favor."

The Commission report closed on a note of warning to carriers not to be lulled into a sense of security by any evidence of business improvement which does not have secure basis. Citing an up-swung in trade even before the advent of the European War, the Commission counselled: "It is delusive, however, to suppose that this fact will in itself solve the transportation problem or render constructive attempts to deal with it unnecessary."—Butler.

WATERWAYS AND TERMINALS

Pineapple Rate

TRANSCONTINENTAL railroads won another concession in rate making, enabling them to meet intercoastal, canal and lake water carriers' competition when the Interstate Commerce Commission elected to approve 4th section relief permitting reduced import rates on canned pineapples from West Coast ports to Chicago and Milwaukee.

The I.C.C. approved publication of an import rate of 70 cents per 100 lbs., straight or mixed carloads, minimum 70,000 lbs., from the Pacific Coast to Chicago and Milwaukee, at the same time permitting the carriers to maintain the present rates of 80 cents, 60,000 minimum, and 97 cents, 40,000 minimum, to intermediate destination points. The 10-cent reduction permits shippers at Chicago to ship by vessel from Hawaii to San Francisco and thence by rail at 100.45 cents a 100, or \$20.09 per ton, instead of 110.45 cents a 100, and \$22.09 a ton. The relief granted is designed to make the transcontinental lines competitive in the shipment of canned pineapples and pineapple juice, with water carriers transporting the commodity by ocean-canal-lake, under service inaugurated in 1938.

The cost to shippers using the all-water route placed in operation in 1938, according to the I.C.C.'s decision, is 94.25 cents a 100, or \$18.85 a net ton, composed of \$12.50 a ton for water movement and 35 cents a ton for marine insurance between the islands and New York, and \$6 a ton for water transport from New York to Chicago via barge canal and lakes. The Federal Motorship Corp., Matson Navigation Co. and Isthmian S.S. Co. provide the off-shore transport from the West Coast, with Matson doing the carrying from the Hawaiian Islands.

The Commission's decision was rendered in 4th Section Application No. 17844, involving the application of transcontinental lines subject to Agent L. E. Kipp's tariffs I.C.C. Nos. 1402 and 1419, to make the 70-cent import rate on shipments to Chicago over lines direct and circuitous from the coast. In approving the new rate, the Commission ruled that the rail carriers could not apply the lowered charge on shipments over rail routes more than 33 1/3 per cent circuitous. The longest route over which the 70-cent rate will apply is from Los Angeles Harbor to Chicago, 2,756 miles, 24.3 per cent circuitous. The short-line route is over the Southern Pacific and Union Pacific to Omaha and the Chicago & North Western beyond, 2,262 miles.

However, on shipments to Elmhurst, Ill., the present 73 and 80-cent rates will prevail, as will charges of 72 and 80 cents to Story, Ill., given by the Commission as illustrative of the higher ratings which will apply to points intermediate to Chicago and Milwaukee.

In reaching its decision, the Commission noted that no evidence was presented on behalf of water carriers participating in the ocean-barge-lake route—to meet which competition the present application is designed. Also, that no actual shipper or receiver of the commodity opposed the present rates, nor was any evidence presented to show that distributors at Kansas City and Omaha, or other intermediate points have been injured by the all-water rates. Railroad commissions of Nebraska and South Dakota and certain interests in Kansas City and St. Paul contended that if the reduced rates to Chicago and Milwaukee were per-

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mitted so also should there be like reductions to the intermediate points in which they were interested.

The Commission pointed out that the 3 largest importers of pineapples, Hawaiian Pineapple Co., selling the Dole brand; California Packing Co., handling Del Monte, and Libby, McNeill and Libby, prior to 1938, shipped all-rail to Chicago, but in 1938 the Dole product

was shipped all-water, causing a drop in rail tonnage from 21,645 to 13,667; or 37 per cent.

Earnings of the rail lines under the reduced rate would be 17.78 cents a car mile, or \$490 a car over the longest route, and over the route of the Santa Fe, 19.49 cents per car mile, or \$490 a car, the I.C.C. said. This compares with earnings of \$504 a car from Chicago to San Francisco under a 63-cent rate on soybean meal, and \$528 under a 66-cent rate on sugar San Francisco to Chicago, both of which are published on special authority of the I.C.C.

Commissioner Caskie dissented, in part, saying he would limit the relief to carload shipments only, making the less-carload traffic take the higher rate. In issuing the authority to publish the lowered rate, the Commission reserved to any affected parties the right to file formal complaint against the charges when submitted, subject to the usual suspension and investigation if the Commission finds the complaint proper.

N. Y. State Group Opposes St. Lawrence Project

Directors of the New York State Waterways Assn., Inc., at a meeting on Jan. 12 in New York City, voted unanimously to oppose the proposed St. Lawrence waterways treaty with Canada, which is expected to come before the Senate at this session of Congress.

George D. MacDonald, of the Federal Motorship Corp., Buffalo, and newly elected president of the association, was authorized to appoint a special committee



George
D.
MacDonald

to fight the St. Lawrence River proposal. This committee consists of the following:

William E. Woollard, chairman, and Peter G. Ten Eyck, of Albany; Richard H. Templeton and George Clinton, Jr., of Buffalo; Simon E. Fitzpatrick, of Plattsburg; William J. Flynn, of Rensselaer; Charles W. Linsley, of Oswego; Ben Johnson, of Horseheads; Frank H. Macy and J. A. Biel, of Rochester; F. M. Varah, of Syracuse; R. P. Neitzel and Dwight Marvin, of Troy; Charles T. Gwynne, Albert B. Hager, A. V. S. Olcott, J. H. Ross, Otto B. Schmidt, C. C. Boden and E. G. Denby, of New York.

New York shipping has vigorously opposed the St. Lawrence River development, branding it as a threat to the business, shipping, railroad, warehouse and labor interests of the state. The proposed seaway, it was pointed out, would divert considerable traffic now moved by barges and railroads from the Port of New York.

Opposition also was expressed by the directors to the Wheeler-Lea bill, which proposes placing water carriers under the regulation of the I.C.C. The legislative committee of the association was instructed to fight this measure in Washington.

The directors also voted their disapproval of bills reintroduced in the New York State Legislature in January that permit the imposition of tolls on the free

waterways of the state. Similar proposals had been introduced before, but always had been defeated.

The association is composed of shippers, chambers of commerce and other civic organizations, port authorities and canal and river carrier groups.

Milwaukee Harbor Had Peak Cargoes for 1939

Cargoes for Milwaukee Harbor for the first 11 mos. of 1939 totaled 170,460 tons as against 130,595 for all of 1937, the peak year to date, according to C. U. Smith, harbor manager. Most of the increase, it was pointed out, was due to oil and gasoline company bulk plant leases effected in recent months.—W. T. N. B.

New Orleans Office for Clyde-Mallory

The Clyde-Mallory Lines has opened its own office in the American Bank building, New Orleans, to serve New Orleans, Tampa, Key West, Miami and Jacksonville, with J. H. Bonfiglio as general agent.

Mr. Bonfiglio was previously general agent for the New York and Porto Rico Steamship Co., which handled affairs of the Clyde-Mallory Lines. The latter have now become agents for the former.

S. L. Otis and H. M. Nolan are freight traffic representatives for the new office. Steamers discharge and load at the Mandeville street wharves.—Drown.

Wants Panama Railroad Steamship Service to West Coast

A fight being waged currently by the Pacific Coast Cement Institute for allocation of adequate intercoastal shipping brings into sharp focus the reasons why California business is urging Washington so insistently to permit the Panama Railroad Steamship Co., which unites New York and the Panama Canal, to extend its service to Pacific Coast ports. The Institute's campaign also reveals the extent to which California industry is being penalized by lack of adequate intercoastal shipping service.

Power of the cement institute's offensive has been illustrated by enlistment of the California State Chamber of Commerce, hotel and other organizations of the state in the campaign. The Institute, which has been besieging Congress with a Federal barrage, as well as working to unite Pacific Coast forces in the shipping fight, has amassed a convincing array of evidence why California should have adequate shipping, including Panama Railroad Line service or a subsidy to help private lines meet its low-rate competition.

Through James A. Keller, secretary-manager, the Institute has pointed out that Congress has appropriated \$277,000,000 for additional Panama Canal locks and the army and navy will spend several millions in the Zone. The locks job alone requires 1,235,000 barrels of cement, entailing 2,166,666 man-hours' labor; 58,500,000 gals. of oil; 130,000,000 kilowatts power, and \$1,235,000 expenditure on transportation from mill to port alone; \$1,420,250 for wharfage and handling charges, plus utilization of paper and cloth bags, castings, machinery parts, commissary and store supplies, purchased from adjacent markets.

The Institute, through Keller, pointed out that California industry and agriculture will be cut off from this market unless the state acquires the needed ships and a means of overcoming the Atlantic Coast's advantage from the Panama Railroad Line's low rates, which are approximately half those charged by private lines between California and the Canal.

Similar sentiments were expressed by State Senator Edward Fletcher, who, in a communication to the San

(Continued on page 53)

Personnel

H. G. Stouffer, Eastern manager of sales for the National Terminals Corp., is now at home, recovering from injuries received Dec. 30 in a railroad collision. His condition is much improved and after a complete rest and a contemplated trip to Florida, it is expected he will again be busy at his New York office.

F. A. Keeling, formerly traffic manager of the National Colortype Co., Bellevue, Ky., has become traveling freight agent for the Pacific and Atlantic Shippers Assn., Chicago. Mr. Keeling is located at a newly established terminal in Cincinnati, at which place is also located the terminal of the Interstate Dispatch & Trucking Co.

Horace P. Serrill, a former president of Quaker City Cold Storage Co., Philadelphia, and later made chairman of the board of directors, is functioning as acting president of the company, since the death, last fall, of Charles Sumner Wesley, who had been president for 2 yrs.—*Lansing*.

French Fox, general manager and treasurer of the Fox Grocery Co., Charleroi, Pa., was elected president of the Clover Farm Stores Corp. at a meeting in Cleveland on Jan. 12. He succeeds R. A. Trout, head of the W. E. Osborn Co., New Brighton, Pa. Mr. Trout has been president for 6 yrs.

The Clover Farm Stores Corp. now operates 40 divisions in 27 states. The late B. Blaine Fox, first president, was a brother of French Fox, just elected to the presidency.—*Fiske*.

John C. DeVenne, head of the Cleveland Cartage Co., was re-elected president of the Cleveland Draymen Employers' Assn. at the annual meeting and banquet held at Hotel Hollenden on Jan. 9. This will mark DeVenne's 3rd consecutive term as president. Other officers re-elected to office were Isadore Bernstein, Consolidated Cartage & Storage Co., vice-president; T. W. Ehrke, Reliable Trucking Co., treasurer, and Robert C. Greeley, Greeley General Warehouse Co., secretary. F. A. Zimmerman of the F. W. Zimmerman Moving Co., was re-elected an additional member of the board of trustees.—*Fiske*.

Newly elected officers of the Green Bay Traffic Club, Green Bay, Wis., are T. A. Strid, Cargill, Inc., president; F. T. Buechler, C. M. & St. P., vice-president; Louis Durbin, Standard Oil Co., treasurer, and George Stoik, Cleveland-Cliffs Iron Co., secretary.—*W.T.N.B.*

The Fox Valley Traffic Club of Wisconsin has named an executive committee for 1940 consisting of the following: industry, Walter Gresens, Appleton; Arthur Schroeder, Oshkosh, and Edwin H. Knoop, Oshkosh; railroads, F. A. Semmelhack, Appleton; R. C. Thorne, Menasha, and E. F. Baar, Oshkosh; trucks, J. M. Wheeler, Menasha; Fred Bangs, Oshkosh, and Harry H. Long, Appleton.—*W. T. N. B.*

Roy A. Fruehauf, vice-president and director of sales of the Fruehauf Trailer Co., Detroit, announces recent changes in the field sales organization of the company:

S. E. Oplinger, who for several years has been manager of the Newark, N. J., branch, has been put in charge of important national accounts in that territory.

W. J. Robinson, formerly manager of the Columbus, Ohio, branch, has been appointed to the managership of the Newark, N. J., office.

R. J. MacEwan, who has been in charge of Differential Dual Wheel sales, is now manager of the Fruehauf Columbus branch.

Morton Miller, formerly Richmond branch manager, has been placed in charge of the Norfolk, Va., branch.

Ralph B. Hollingsworth succeeds Mr. Miller as Richmond branch manager.

E. W. Cheney has been appointed manager of the Tulsa, Okla., branch.

Howard Cedargreen, formerly salesman at Philadelphia, has been made manager of the Hartford, Conn., branch.

H. A. Manning has been appointed director of the rate bureau of the South Carolina Public Service Commission, effective Jan. 1. He will have charge of all matters pertaining to railroads and all rate and tariff matters affecting motor vehicle transportation.

Edward M. Winslow, president of the Lynn Storage Warehouse Co., Lynn, Mass., has been elected president of the Manufacturers-Central National Bank of Lynn.

Next to the General Electric Co. in Lynn, Mr. Winslow, in his leather tanneries and subsidiaries—the Benz Kid Co., the Goniprow Kid Co., and the American Hair & Felt Co.—is the largest employer of labor in the Lynn area, and the record of his tanneries with labor has been most satisfactory. This is, perhaps, due to Mr. Winslow's experience, which reads like a Horatio Alger story book success.

J. O. Bromwell, of the traffic division of the Baltimore plant of the American Sugar Refining Co., was chosen secretary of the Traffic Club of Baltimore, succeeding John H. Lamphear, who died recently.—*Ignace*.

The Team & Motor Truck Owners' Assn. of Kansas City, Mo., has elected L. V. Burns, president; W. A. Howell, first vice-president; H. L. Pettyjohn, second vice-president; L. J. Canfield, third vice-president, and George P. Waring, treasurer. Directors are John Trantum, J. F. Murray and J. E. Israel.—*Force*.

Frank Henderson, president of the American Dock Co., Tompkinsville, S. I., N. Y., was elected president of the Warehousemen's Association of the Port of New York, Inc., at the annual meeting held Jan. 18 at the Downtown Athletic Club, New York City. Other officers elected are as follows: W. C. Crosby, Fidelity Warehouse Co., vice-president; H. E. Ward, Bush Terminal Co., secretary; H. A. Stetler, Henry I. Stetler, Inc., treasurer; directors, E. W. Bruch, Republic Storage Corp.; L. J. Coughlin, Lincoln Tidewater Terminals, and A. P. Sullivan, Brooklyn Terminal Stores.

T. W. Haskell, of the Boston Tidewater Terminal, Inc., was elected president of the Massachusetts Warehousemen's Assn. at the 20th annual meeting held January 17 at the Exchange Club, Boston.

Other officers elected were Sherman L. Whipple, Jr., Wiggin Terminals, Inc., vice-president; A. N. Greenquist, Fitz Warehouse Corp., treasurer, and Walter H. Belcher, secretary. The executive committee includes the officers and Herbert Farnsworth, Quincy Market Cold Storage and Warehouse Co.; A. Walter Larkin, J. L. Kelso Co.; William F. Heavey, Federal Warehouse Co., and Raymond A. Wellman, North Station Industrial Building.

The former president, Martin Larsen, general manager, Atlantic States Warehouse & Cold Storage Corp., presided.

The association has just concluded negotiations for a 2-yr. labor contract with the local Warehousemen's Union, which is affiliated with the International Longshoremen's Assn.—*Wellington*.

D. T. Lamond of Lee and Simons Co. was elected president of Jersey City Traffic Club at a recent meeting in the Hotel Plaza, Jersey City, N. J. He succeeds S. W. Stanton.

Other officers named include: first vice-president, Thomas Loftus of Oldtyme Distillery; second vice-

president, H. R. Regan of American Presidents Line; treasurer for his 12th term, E. T. Nevins of Universal Carloading and Distributing Co.; secretary, James J. Cullington of Jersey City Chamber of Commerce; board of governors, Arthur A. Best of General Foods Co., H. A. Schwerker of S. B. Pennick Co. and Walter George of Nickel Plate Railroad.—*Jones*

George R. Walt was elected manager of Lansing Storage Co., 440 North Washington Ave., Lansing, Mich., at the last annual meeting. He fills vacancy left by the death of his father, George L. Walt, who was president and manager of the company. Other officers elected were: John T. Watkins, president; Mrs. George L. Walt, vice-president; Judge Charles H. Hayden, secretary, and Carl C. Jaeger, treasurer.

The new manager is a graduate of Purdue University, and has been an engineer for the Standard Oil Co., Whiting, Ind., for the past 2 yrs.

Greater Miami Traffic Assn., du Pont Bldg., Miami, Fla., has appointed Thomas E. Grady as traffic consultant, effective in January.

Fort Wayne Transportation Club, Fort Wayne, Ind., has elected the following officers for the current year: President, R. L. Day, president, Norwalk Truck Line of Ind., 1122 Sherman St., Fort Wayne; vice-president, C. J. Dillon, traffic manager, International Harvester Co., Fort Wayne; secy.-treas., C. L. Saurbaugh, traffic department, General Electric Co., Fort Wayne.

Paul C. Jones, former chairman of the board of directors of Terminal Warehouses, Ltd., Toronto, Canada, and affiliated companies, has been appointed president of Dominion Rubber Co., Ltd., Montreal, following the retirement of W. A. Eden, who becomes vice-chairman of the board of directors.—*Carmichael*.

W. Dent Smith has been elected president of Terminal Warehouses, Ltd., Toronto, and the Baymond Corp., Ltd., to succeed the late Frank Kennedy. Mr. Smith states that the company has purchased Winters Transport, which operates in the Niagara Peninsula. Wm. Winters, John Winters and David Silvester, officers of Winters Transport, Ltd., will continue to be associated with the company under its new ownership.

George Rodanz becomes general manager of Winters Transport, and David Silvester is assistant general manager in charge of operations. Mr. Smith explained that the employment and business policies of Winters Transport will be continued under the new management.

Terminal Warehouses, Ltd., is now building a transport terminal to cost about \$80,000, on its property adjoining the present site of the terminal warehouse building. It will serve as Toronto headquarters of Winters Transport and Direct Transport, also owned and operated by Terminal Warehouses, Ltd.

Arthur N. Otis has been elected vice-president and treasurer of Merchants Refrigerating Co., 17 Varick St., New York. Mr. Otis was born in Syracuse, N. Y. After graduating from the Carthage, N. Y., high school, he spent 2 yrs. in the Wharton School of the University of Penna., and in 1911 obtained a position as bookkeeper in the Merchants Bank & Trust Co., Daytona Beach, Fla. During his association with that institution, he was steadily advanced, until in 1926 he was elected a vice-president and director.

Since 1930 Mr. Otis has been connected with the Irving Trust Co., New York. From 1931 to 1936 he was in charge of the company's branch at West Broadway and Chambers St., where he developed a wide acquaintance among firms in the food and produce district, as well as a broad understanding of the food, poultry, but-

ter, egg and produce business and storage of these products. More recently he was the head of the Irving's branch at 48th St. and Rockefeller Plaza.

Daniel Fedoroff has been appointed general agent at New Orleans for the Interocean Steamship Corp. Mr. Fedoroff has been in the shipping business for 30 yrs. and was for 20 yrs. with the Platt Shipping Co., of which he was vice-president before his new appointment was announced. He is also agent for the Shipping Enterprises Corp. of New York and maintains an office in the Whitney building.

The Interocean Corp. operates a large fleet of ships from the Pacific coast.—*Drown*.

The annual election of officers of the Traffic Club of New Orleans resulted in the naming of the following for 1940: John E. Monroe, assistant traffic manager, Pan American Petroleum Corp., president; G. R. Simms, vice-president, Ross & Heyn, Inc., first vice-president, Frank Pattie, general agent, Cotton Belt Route, second vice-president; F. J. Treuting, traffic manager, Anderson Clayton Co., third vice-president; E. C. Marks, general soliciting agent, Lykes Bros. Steamship Co., secretary; and W. H. Trauth, freight traffic manager, Aluminum Line, treasurer.—*Drown*.

Officers of the New Orleans Merchandise Warehousemen's Assn. for 1940 are M. C. Sherwood, president, E. B. Fontaine, vice-president; Claude Peyrefitte, secretary; and John Dupuy, treasurer.

R. W. Dietrich, Tom Gannett and A. M. Crighton were named, in addition to the officers, as members of the board of directors.—*Drown*.

G. F. Nicholson, former chief engineer of the Port of Seattle, Wash., has been appointed a consultant for the Port of Long Beach, Cal. With J. F. Collins, former manager of the Port of Long Beach, Mr. Nicholson will draft a plan for the future development of the harbor.—*Litteljohn*.

Walter F. Schulten, vice-president, Chicago District Electric Corp., former president of the Associated Traffic Clubs of America, has been appointed general traffic manager of the Pittsburgh Coal Co., Pittsburgh, Pa.

At the annual meeting of the Midwest Shippers' Advisory Board on Jan. 4th, at Chicago, Hugo W. Goehrke, was elected alternate general chairman of this organization. Goehrke is manager of the Milwaukee Association of Commerce transportation division. Three other Milwaukeeans, F. H. Bohl, of the Milwaukee Coke & Gas Co., and J. L. Bowlus of the Milwaukee Grain & Stock Exchange and F. C. Bryan of the Allis-Chalmers Mfg. Co., were elected to the executive committee of the board. All four are well known in the shipping field.—*Hubel*.

M. J. Jaubert has been elected president of the New Orleans Chapter of the Louisiana Motor Transport Assn. Fred White is vice-chairman and Robert Matthews, secretary-treasurer.—*Leigh*.

William E. Cramer has been elected to the presidency of the New York Furniture Warehousemen's Assn. for 1940. Other officers elected are as follows: vice-president, Emory R. Roraback; treasurer, Charles S. Morris, and secretary, William R. Wood. Directors for 3 yrs. are as follows: Edward McShane, Charles A. Crandall, and Benjamin F. Kirchenbaum. Ernest H. Milligan was chairman of the nominating committee. Other members of the committee were Louis Cella, J. Barclay Potts, Charles S. Morris, and Barrett Gilbert.

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Factories ON THE MOVE

EXPANSION of the salt cake manufacturing facilities of the Mathieson Alkali Works, Inc., at Lake Charles, La., will start immediately and is expected to be completed within nine mos. at a cost of \$1,600,000.

The plant produces Louisiana synthetic salt cake, a chemical essential in the southern paper industry, which is expected to replace the product which has been largely imported from Germany. Expansion of the plant's facilities follows a long period of tests by Mathieson chemists and engineers in an effort to find a domestic substitute. Recent wide-scale experiments in southern paper mills showed their products to be "superior" to the imported one, Mathieson officials said.—*Brown.*

Corn Products Refining Co., Edgewater, N. J., will close and dismantle its plant, except for storage and a minor manufacturing unit. Dismantling will take place in February and will take 1 yr. Reasons for closing are the Argentina corn tariff, competition with Western firms, high taxes, operating and maintenance costs and obsolete equipment. An attempt will be made to transfer some of the employees to the plants in Pekin and Argo, Ill., and Kansas City, Mo.

Ortho Products Corp., manufacturing druggists and producers of medical supplies, Chicago, has leased a new plant at 1900 Linden Ave., Linden, N. J. A new laboratory is being added to the building, which is fire-proof and has an area of 15,500 sq. ft.

The Penna. Salt Mfg. Co. will replace its Philadelphia works at Delaware & Oregon Aves., sold recently to the Phila. Electric Co., with a \$2,000,000 plant on the Delaware River, in Cornwells Heights. The site consists of the former Traylor Shipbuilding property and an adjoining tract, approximately 50 acres in all, extending from State Road to the Delaware River. The executive, accounting and sales offices will remain in the Widener Bldg.—*Lansing.*

The Shreve Chair Co., Union City, Pa., and the Globe Chair Co., Hillsboro, Ohio, have been purchased by York & Foster, Inc., furniture manufacturer, Indianapolis, Ind. The Ohio plant is to be dismantled and the equipment moved to the Penna. factory.—*Lansing.*

Merger of the Reserve Loan Life Ins. Co., of Texas, and the Reserve Loan Life Ins. Co. of Indianapolis, now in progress, will result in establishment of home offices in the old City National Bank Bldg., and removal of from 50 to 75 families to Dallas from Indianapolis. Headquarters are expected to be established in the building by March.—*Smith.*

The Dobeckmun Co., manufacturer of cellophane products, Cleveland, Ohio, has leased 50,000 sq. ft. of space on West 80th Street. Main plant of the company is at 3301 Monroe Ave.—*Fiske.*

Northam Warren Corp., one of the world's largest cosmetic distributors, will move its plant from 191 Hudson St., New York, to Stamford, Conn., this spring. It is stated that all of the employees may continue in

the same jobs if they so desire. This move, made necessary by expanding business, may take 500 families to Stamford. The new building will have 170,000 sq. ft. of floor space. The company also has branches in 32 foreign countries.

Closing of the Canton, Ohio, plant of the York Ice Machine Co., manufacturer of dairy refrigerating equipment, has been announced, and machinery located on S. Market St. will be moved to the main plant at York, Pa., by Mar. 1. The York Co. bought the plant at Canton, formerly operated by Arctic Ice Machine Co., in 1927, and employed about 100 persons. About 25 or 30 key men will be transferred to York.—*Kline.*

Aluminum Company of America, Pittsburgh, Pa., will build a metal producing plant at Vancouver, Wash., to be completed in about 1 yr. The initial annual producing capacity will be 30,000,000 lbs., bringing the company's annual volume to more than 400,000,000 lbs.—*Lansing.*

Crucible Steel Co. will complete its \$1,000,000 expansion program in Syracuse, N. Y., by enlarging its Emerson Avenue and Halcomb plants and increasing production at the Sanderson plant. The payrolls will be increased \$750,000 a year.—*Stanton.*

The Curtiss propeller division of Curtiss-Wright Corp. has acquired 25,000 sq. ft. of additional floor-space through lease of the 2-story factory building adjoining the main plant, and now occupied by American Clothing Co., at Clifton, N. J. Total plant area now is 135,000 sq. ft. at Clifton. The new space will be occupied about Mar. 1.

General Dry Batteries, Inc., large manufacturer of dry batteries, with headquarters at 13,000 Athens Ave., Lakewood, Cleveland, Ohio, will open a branch plant in Baltimore, and has secured the northeast corner of Highland & Newgate Aves., where it has begun the erection of a plant building. The plant itself will contain about 8,000 sq. ft. of floorspace. It has also leased slightly more than 2 acres of land to provide for storage or warehousing and future expansion. The new Baltimore plant will be primarily for the receipt of ore to be ground and forwarded to the several manufacturing plants of the company, located in different markets.—*Ignace.*

Rheem Mfg. Co., with plants in Southgate and Richmond, Cal., Newark, N. J., Houston, Chicago, and Sydney, Australia, for the manufacture of steel barrels and drums, hot water heaters and pails, has purchased a 6½-acre site for a new industrial plant in New Orleans.—*Drown.*

De Voe & Reynolds Co., Inc., paints and varnish, will move its laboratory department in Newark, N. J., to the main laboratory in Louisville, Ky. The move, which will be made in March, will involve the transfer of 7 members of the staff to Louisville. The Newark plant is 1 of 8 operated by the company.

(Continued on page 56)

THE PARADE OF

New Products

E. I. du Pont de Nemours & Co., Inc., Rayon Div., du Pont Bldg., Wilmington, Del., plans expansion and improvements in acetate rayon mill at Amptill, Va., including new units and machinery.

U. S. Sugar Corp., Clewiston, Fla., plans new cane sugar mill in Florida Everglades district, consisting of several one and multi-story units for grinding and refining about 6,000 tons of sugar cane per day, with storage and distributing buildings, powerhouse, machine-shop and other departments.

Standard Pressed Steel Co., Jenkintown, Pa., maker of material handling equipment, Hallowell shop equipment and Unbrako socket screw products, is adding nearly 12,000 sq. ft. to its plant size through a new addition of steel, brick and glass construction, now under erection and to be used for storage, etc.

In the past, supplies of ammonium chloride, a basic chemical, have been imported into Canada from Europe. Canadian Industries, Ltd., announces the manufacture of ammonium chloride, which has many uses in industry, is to be undertaken for the first time in Canada by addition of a \$200,000 unit to its plant at Hamilton, Ont. Construction will be started immediately, and it is expected that the new plant will be in operation early next summer.

Procter & Gamble Mfg. Co., soap manufacturers, has purchased the large plant at Benson & Haubert Sts., Baltimore, from the Hughes Furniture Mfg. Co., which had owned and operated it for many years. The building is a 3-story brick structure containing about 70,000 sq. ft. of floor space. It is understood that the property was purchased by Procter & Gamble to provide for possible future expansion of its large plant at Haubert & Nicholson Sts.—*Ignace*.

Flavorex, Inc., has made extensive alterations to the plant at 1502 Ridgely St., Baltimore, where it is now beginning the production of flavoring extracts. The establishment has moved from 57 E. 11th St., New York City, to Baltimore.—*Ignace*.

Moss Bros. Nut Co., Philadelphia and Pittsburgh, packer of nut products, is now marketing "Chunky-Nut," a new peanut spread.—*Lansing*.

Stone Tobacco Co., Philadelphia, manufacturer of Lord Jeff pipe tobacco, will conduct a test campaign of publicity and merchandising promotion in New England States.—*Lansing*.

Vick Chemical Co., Philadelphia, has started tests of a new tooth powder, named Nutrox, in Connecticut, Rhode Island and Virginia.—*Lansing*.

Shubs Tobacco, a blended pipe tobacco in individual, vest-pocket cigar-shaped cellophane capsules, or "humidors," each containing what is estimated to be the average pipe smoker's daily supply is being marketed by the Shubs Tobacco Co., Philadelphia. Enough of the little humidors to comprise a pound, also are sold in bright, paper-covered board containers, resembling the familiar cylindrical tobacco can. The separate

humidors filled with the tobacco are popularly designated "Shubs." Advertising and promotion are built around the slogan, "A Better Pipe Tobacco in a Convenient Container." Thus far, the campaign has been confined to Philadelphia and vicinity. The president of the Shubs Tobacco Co. is Richard Van Baalen, formerly vice-president of Lit Bros. Department Store. H. E. Grabowsky, who has an extensive background in the tobacco and cigar industry, is sales manager of the new company.—*Lansing*.

The Odora Co., maker of paper wardrobe boxes, has leased the former Jackson Underwear Co. factory at Sandusky, Ohio, where the firm will employ 50 persons. The company purchases materials from the Hinde & Dauch Paper Co. and the American Crayon Co., both located at Sandusky.—*Kline*.

Sorg Paper Co., Middletown, Ohio, will complete a \$250,000 improvement program, started a year ago, during the next 12 mos. Improved methods have been devised for the bulk handling of chemicals and other materials in the 3 mills.—*Kline*.

Standard Nut Margarine Co., Indianapolis, is introducing a new vitaminized margarine, marketed under the "Blue Bonnet" label. Advertising and merchandising campaign has been launched.—*Kline*.

Brunswick Pulp & Paper Co. additions to its plant at Brunswick, Ga., will cost about \$500,000 and will increase production from 150 tons to nearly 200 tons of pulp a day. Company is jointly owned by the Scott Paper Co. and Meade Corp.

Central Soya Co., Fort Wayne, Ind., will soon start soy bean processing and feed mixing at a new plant at Gibson City, Ill. The storage elevator has a 1,200,000-bu. capacity.

Brownie's Cough Syrup Corp., Buffalo, N. Y., chartered to manufacture and distribute cough medicines and similar products. Principals of new firm are G. C. Brown, R. W. Werner and Ivy Brown.

Francis H. Leggett & Co., food manufacturers and wholesale grocers, have opened a division at 310 W. Polk St., Chicago, under supervision of W. S. Fish.

Southland Paper Mills, Lufkin, Texas, will start production of paper soon in its new plant.

Federal Match Co., New York, controlled by Pan American Match Corp., is planning to consolidate with the Union Match Co. to form a new unit to be known as Federal Match Corp.

Acme Packing Co., 17 Abattoir, Brighton District, Boston, announces a new product, Aunt Abby's Fish Food for Cats, made from fresh fish and packed in a 9-oz. can. The company has had good experience with another product, Tabby Cat Food, also made from fresh fish. This has been on the New England market for the past 2 yrs. P. A. McDonnell heads the company.—*Wellington*.

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LETTERS TO THE EDITOR

Foreign Steamship Services To and From Great Lake Ports

STARTING with the Fjell Line several years ago, and expanding to other lines, foreign services to and from Great Lake ports have been built up to proportions that have caused considerable concern in steamship and railroad circles.

At first, the through steamship charges between Chicago and other ports were made on the basis of the charges to and from Atlantic Seaboard cities, although the additional time required and the expense of the services were considerably increased. In addition, the smaller type of steamships had to be used and the tonnage permissible after leaving Montreal, had to be reduced to about 2,000 tons, so that the vessels would not draw too much water for the canals to be used.

These services not only cut into the tonnage of steamship lines using Atlantic Seaboard cities, but it also eliminated tonnage formerly handled by the railroads.

The Foreign Conference Lines published a tariff that denied the "contract rates" to shippers using foreign services from Great Lake ports, and a complaint was made to the Maritime Commission, by the Governors of certain Central States and shippers in that territory using the services to and from Great Lake ports. The decision in the case condemned the tariff restriction, which affected eastbound shipments only, as only those rates were subject to the jurisdiction of the commission. A date has been set for the elimination of the tariff clause complained of.

Shippers and receivers of freight are naturally desirous of obtaining the most favorable rates possible. However, they generally prefer to have rates in effect which are fair to all and which eliminate preferences to competitors. The extension of the services to the point when a much larger volume of freight would be handled in the Great Lake ports services, would undoubtedly make the competitive feature one of importance to shippers and receivers of foreign freight in this general territory. For that reason, the explanation of the matter seems advisable. It is not an easy problem to solve.

Another service from Great Lake ports which "short hauls" United States transportation lines is that at the Canadian Pacific Railway Steamship Lines, and their operation from Lake Michigan ports in connection with the Canadian Pacific Railway, as authorized by the Interstate Commerce Commission. Milwaukee was made a "port of exportation" for Australian shipments, the effect of which not only reduced the transportation charges under the Atlantic Seaboard but it also gave shippers to Australia, using that service, the same more favorable customs duties that obtained from Canadian points.

It should be remembered that these cases are not only steamship problems, but they are rail problems. As such, they are of importance to every shipper organization in this territory.

When there is "dumping" of foreign commodities in this country, there are provisions in the Tariff Acts which permit of countervailing duties to protect the industries of this country. These Great Lake services, westbound, while not "dumping" to the extent that foreign subsidies permit the under-selling of our mar-

kets, the effect is much the same because of the preferences that result.

It seems to be an additional reason for the common Governmental Agency to regulate all types of transportation, and it also seems to require that such additional powers shall be given to that Agency as are needed to permit regulations that will do away with unreasonable preferences. There might be a number of ways of doing this. To attempt to outline them now would serve no useful purpose.

What is needed is a proper yardstick which would determine rate bases of all kinds, which would place all shippers and receivers of freight on a basis that would make competition a rule of reason. If shippers organizations find these matters of importance to them, and it is firmly believed that they are of great importance to them, they will find the correct way to exert their influence to correct what seems to be an undue preference to Central States manufacturers, and an injury to the transportation lines of the United States. There should be a proper relationship between foreign shipments to and from Central Territory by water and those from the Atlantic Seaboard, just as there is a relationship between rail or rail and water shipments between the various locations entirely within the United States.

The questions involved are highly controversial only because they are not always looked upon from the standpoint of the square deal.—C. Milbauer, General Manager, South 11th St. Warehouse Corp., Brooklyn, N. Y.

Humidification of Freezers

(Concluded from page 14)

This warm air, after being sucked by the blower through this unit heater, was discharged through the long metal neck in which are located both the wet and dry bulb thermometers. Arrangements were made so that by means of wicking, the moisture content of the wet bulb thermometer remains constant.

In operating this unit it is only necessary to take the reading of the wet and dry bulbs and refer these 2 readings to the psychrometric chart in order to obtain the dew point. When the dew point is found, this dew point is then referred back to the freezer room temperature and with these 2 points known, the relative humidity in the room can be easily obtained.

The temperature of the radiant heater was controlled to maintain a wet bulb higher than the freezing temperature. In practice, we found a dry bulb temperature of between 50 and 55 degs. to work out best. This instrument gave results and compared accurately with the other methods of testing and it was sufficiently simple for commercial use.

In conclusion, it would seem, from the limited experiments carried on to date, that the automatic control of humidity in the freezer simplifies itself into limits which are reasonably satisfactory without the necessity for the complications which seemingly exist and that when once the increment of water to be evaporated per unit of time is determined, the control of this amount of evaporation will produce results which are satisfactory.

FROM THE

LEGAL

VIEWPOINT

Employees Subject to Wage & Hour Law

LEGAL EDITOR, DandW: We do some distributing of goods for interstate customers. Are we under the National Wage and Hour Law, to the extent that we should abide by it?—**Reliable Storage.**

Answer: It is now generally held that some employers in a given industry may not be subject to this Act; other employers, however, in the same industry may be subject to the Act; and other employers in the same industry may be subject to the Act with respect to some employees, while not subject with respect to other employees.

In other words if for instance a certain employee is given over to the exclusive duty of preparing goods for interstate distribution, this employee comes in the Act, whereas other employees in the same business and not connected with the interstate distribution are not subject to the Act.

Moreover if for example 40 per cent of your business relates to distribution of goods intrastate and 60 per cent of your business is interstate then you may be subject to the Act with respect to all of your employees who perform work in your warehouse, or other places necessary to conduct of your business. On the other hand, if only 40 per cent of your business is interstate and the other 60 per cent is intrastate you would not be subject. Actually it has been held that if more than 50 per cent of the normal and regular operations of a business is intrastate business, the employer is not subject to this Act. But, nevertheless, it seems that even under these circumstances if one or more employees perform exclusively interstate work, these particular employees would be subject to the Act.

Naturally, there are few higher court decisions as yet involving this law, but as same are decided the important citations will be listed in pages of *DandW*.

Firm's Interest in Employee Patent

LEGAL EDITOR, DandW: Recently one of our employees obtained a patent on a device which he invented while being paid by us, his duty being to drive a motor truck. Is he entitled to the full benefits of this patent? Can we make use of it without any liability?

ity? Also, how may an employee secure the benefits of employees' inventions?—**Western Transportation.**

Answer: First, an employer may obtain the full benefits of his employees' patents, if, when the employee is hired, he signs a contract to assign all inventions to his employer. This is a contract of the

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nature which entitles the employer to legal assignment of all inventions perfected by the employee, whether same are invented while the employee is on duty at his own home, or elsewhere.

On the other hand, the modern courts hold that if an employee invents a device, while on duty, and being paid by his employer, the latter and not the employee is entitled to the patent. In other words, the employee has no interest in the patent. Moreover, if the employee files an application for a patent, without notifying the employer, then the latter may enter suit and the United States Patent Office, at Washington, D. C., will issue the patent to the employer.

Now, let us assume that the employee perfected the invention at his home, and that no contract existed between the employer and the employee, by the terms of which the employee agreed to assign all inventions and legal rights thereto, to his employer. Under these circumstances, the employer has absolutely no legal interest in the patent.

It is my opinion that you have right to assignment to the patent, if you can prove that the employee experimented and by other methods perfected the invention while he was being paid for his services. Of course, if you cannot prove these facts, and the employee testifies that he completed the invention

on his own time, then you have no interest in the patent. And you will be liable for infringement if you either make, sell, and use the invention without obtaining a permit or license from the inventor.

Liability for Sidewalk Injuries

LEGAL EDITOR, DandW: A citizen has sued us for damages claiming that we are liable because his injury was caused by a fall on our sidewalk when he stumbled over a bail of wire which our truckman had left there. Please cite new higher court cases on this question.—**National Warehouse and Security Co.**

Answer: The law is well settled that the owner of property abutting a sidewalk is expected by law to maintain such sidewalk in reasonably safe condition. However, pedestrians also are required by law to exercise a reasonable degree of care to protect themselves against injury. The outcome of cases of this nature, therefore, depends upon the testimony with respect to the condition of the sidewalk and upon the degree of care used by the injured person.

It is my opinion that this citizen is not entitled to recover damages because certainly he failed to exercise reasonable care to protect himself against the injury. If he had used the same degree of care that would have been exercised by other prudent and careful pedestrians it seems clear that he would have observed the bail of wire. The fact that he may have had his attention directed elsewhere is no excuse. The law expects a pedestrian to observe the places on which he is about to step, and his failure to do so is contributory negligence, which relieves the owner of abutting property from any liability for the injury. See following late cases which uphold this law: 126 S.W. (2d) 1002; 21 N.E. (2d) 111; 5 Atl. (2d) 376; 20 N.E. (2d) 43; and 180 So. 620.

Of course, if a sidewalk is poorly illuminated, and an obstruction is left on a sidewalk, the property owner may be held liable in damages if the testimony shows that the injury occurred at nighttime, and the injured person was using a reasonable degree of care to protect himself against the injury. See cases, as follows: 281 N.W. 748; and 118 S.W. (2d) 1. The

same law is applicable with respect to all other injuries, namely: The property owner, or the municipality, is not liable for an injury if the injured person could have protected himself against the injury by using an ordinary degree of care.

Goods Damaged

by Rain

LEGAL EDITOR, *DandW*: I own 1 motor truck and very often transport goods for others, but only when I have the time and feel inclined to do so. Last month, while hauling a load of goods, a rain suddenly came up and damaged the goods. Am I liable? The owner of the goods says he will sue me if I refuse any longer to pay him for the goods.—Bill Whiten, Mover.

Answer: Apparently you are not a common carrier, but a private carrier because you do not haul for all who require your services. Therefore, you are not liable for the loss, if you exercised the same degree of care to protect the goods from damage as would have been used by other prudent haulers.

However, since various higher courts have held that ordinarily careful motor truck operators either have covered trucks, or carry conveniently raised covers, it is readily apparent that you are liable for this loss, notwithstanding the fact that you are only a private carrier.

No State Tax on Goods Held in Storage

LEGAL EDITOR, *DandW*: Although we have read your decisions pertaining to interstate commerce and the right of a state to tax goods stored in a warehouse, there is one question we should like to present for your consideration, as follows: One of our accounts, located in another state, took a contract to deliver "from 10,000 to 50,000 lb." of merchandise, during year of 1940, to a purchaser located in our state. Now, since the purchaser may take not less than 10,000 lb. and not more than 50,000 lb. under this contract, is the seller, our account, liable for payment of a tax in our state for "doing business" if he stores the goods in our warehouse and orders us, from time to time to deliver goods to this purchaser, and others with whom he may make similar contracts? **Fast-Delivery and Storage.**

Answer: It is my opinion that, under the circumstances mentioned, your account or customer will not be compelled to pay a tax in your state for "doing business," and neither is he liable for payment of taxes to the state, county or city,

because it has been held that a transaction of this nature is interstate commerce. This is so because the goods when being shipped from your account's factory, located in another state, to your warehouse, originally were intended for delivery to purchasers in your state.

Therefore, although the purchaser may take from "10,000 to 50,000 lb.," yet any amount of goods up to the 50,000 lb. limitation is in interstate commerce, and when shipped to your warehouse *was intended for delivery in interstate commerce*. The fact that only a part of the 50,000 lb. of merchandise actually is ordered out by the purchaser is not important, because the higher courts have held that it is contemplated by both the buyer and the seller that it *may* be ordered out for delivery to the purchaser. This fact keeps the goods under the interstate commerce laws and regulations.

This Month's Important Higher Court Cases Interstate Character of Goods

MODERN courts hold that merchandise in transit from or through a state is not subject to intrastate laws, regulations, ordinances, or taxes.

It is important to know that the origin and destination of the shipment determine whether it is interstate and once the interstate character attaches, it remains throughout the transportation of the goods. In other words, the impress of interstate commerce is not removed until the completion of the service by the last carrier, or at least until the shipment reaches the point where the consignor and consignee originally intended that the transportation should finally end. This is generally held to include the switching of cars and delivery to the consignee at the terminal point, unloading, and all other acts, including storage, necessary to complete the shipment as *originally intended* by the consignor and consignee.

Obviously, therefore, goods are regarded as being in transit until they have *passed out of the possession of every intermediate agency* and have been actually delivered to the consignee, and the merchandise, until delivered, is subject to interstate laws and regulations.

For illustration, in *State ex rel. Port of Seattle v. Department of Public Service*, 96 Pac. (2d) 1007, Washington, the Washington State Warehousemen's Assn. filed a complaint with the department of public service in which they charged that the Port of Seattle was conducting a storage warehouse busi-

ness in the city in violation of the provisions of state laws since the Port had not secured a warehousemen's license to transact business in the state.

The important question presented to the court was: Is merchandise in interstate commerce when it is stored in a warehouse at a dock or elsewhere while awaiting another carrier to take possession of the goods and transport same to the final destination? If the answer to this question is in the affirmative, then neither the state nor city authorities may compel the owner of the warehouse to obtain a license. Moreover, the goods are not subject to state or city control, regulation, or taxation.

The higher court held the above mentioned goods in interstate commerce, saying:

"In our opinion, the carriage of goods via land, from the dock at which the vessel berths to the dock to which the goods are consigned, is an operation which is merely incidental to the carriage by water. . . . We do not believe that this purely adventitious land haul movement appended to consignment by water in anywise divests those goods of their waterborne character. We conclude that the fixing of tariff rates upon such goods is not an undertaking within the jurisdiction of the department of public service."

On the other hand, it is important to observe the distinction made where goods were consigned to a firm via water and the consignee took delivery at the dock where the goods were discharged from the boat. Subsequently the consignee selected another carrier to complete transportation of the goods. Under these circumstances the higher court held that the character of the transportation changed from interstate to intrastate at the moment the consignee took delivery at the dock. Therefore, at this moment the goods became immune to interstate laws and regulations and were subject to state and city laws regulating storage, taxation and transportation of goods. This court said:

"We hold that in the situation just described the goods lost their waterborne character upon delivery to the consignee at the dock where they were discharged from the incoming vessel. Further transportation must necessarily be an independent operation undertaken solely at the discretion of the consignee."

State Cannot Collect License

NEITHER a state, county, nor city may legally interfere with interstate business, or collect a license fee from either a solicitor or manufacturer who transacts interstate business.

For example, in *Junior v. Denver*, 94 Pac. (2d) 694, a person solicited orders from prospective purchasers in Colorado. These orders were mailed to a manufacturer located in Missouri and who accepted or rejected the orders depending upon the credit ratings of

the purchasers. On an accepted order, the manufacturer paid a commission to the solicitor; shipped the goods to the respective purchaser; and collected the amounts due.

The legal question arose whether a city in Colorado could by ordinance require either the solicitor or manufacturer to pay a license or abide by regulations in the state of Colorado. In holding that it could not, the higher court explained that the business being transacted by both the solicitor and manufacturer is interstate and that, therefore, no state, county, or municipality may enforce license or restrictive laws with respect to either the solicitor, manufacturer or goods. This court said:

"Interstate business which consists of or results from the mere solicitation of orders from prospective purchasers cannot lawfully be interfered with by a state."

A review of recent higher court cases discloses that neither a state, county nor municipality may tax interstate commerce by levying a tax (1) upon the business which constitutes such commerce; (2) upon the privilege of engaging in it; (3) upon the receipts as such, derived from it or upon persons or property in interstate commerce.

Carrier Not Liable for Flood Loss

FREQUENTLY shipped goods are damaged by flood waters while such goods remain in the carrier's cars or trucks. If the flood is unusual or extraordinary it may be an Act of God which ordinarily relieves the carrier from liability.

The modern law, however, is well settled that when damage to shipped goods is shown to have resulted from an immediate Act of God, such as a sudden and extraordinary flood, the carrier is exempt from liability unless the shipper proves that the carrier was guilty of some negligence in not providing for the safety of the goods. So held the higher court in *Farr v. Union*, 106 Fed. (2d) 437.

In this case it was shown that a shipment was damaged by flood waters before the carrier removed it from the car. The shipper filed suit but the higher court refused to hold the carrier liable, and said:

"The test to be applied is not the hindsight test, but the foresight test. The question is: Could the carrier reasonably have anticipated that damage would be caused by such Act of God? . . . The question in the case is: Did Appellee (carrier) act as a reasonable prudent man would under all the circumstances existing as they did at that time? Did Appellee, in the light of conditions as they existed and under all the circumstances, do all that reasonable, prudent men would do to protect this property?"

If the shipper had introduced testimony proving that the carrier had failed to remove the goods

from the car because its employees did not use ordinary good judgment in anticipating the flood, the court would have held the carrier liable.

Contract Freight Rate Illegal

IT has been ruled by the Interstate Commerce Commission that where a shipper prepares his own bill of lading, with specific instructions as to the route over which the shipment is to be moved, and inserts therein a rate which is inapplicable to that route, it is the duty of the agent of the carrier to whom the shipment is delivered to call attention to the conflict between the listed rate and route, and obtain from the shipper full and definite instructions. If this duty is not performed by the carrier's agent the carrier is required to charge the rate in effect over the cheapest route affording it a line haul.

And conversely, a common carrier is not bound by any contract or clause in a bill of lading which specifies a lower rate than the legal interstate rate. This is so because the Interstate Commerce Act requires the common carrier to collect, and the shipper to pay, the lawful rate existing at the time of shipment, without deviation through mistake, ignorance, or otherwise. Moreover, the party liable for such charges is conclusively presumed to know the lawful rate.

For instance, in *Montpelier v. Caldbeck-Cosgrove Corp.*, 8 Atl. (2d) 681, Vermont, it was shown that a bill of lading stated that the shipping rate on interstate shipment was 42 cents per 100 lbs., but the legal rate covering the specified route was 66.5 cents.

Although the shipper argued that the common carrier could not compel him to pay a higher freight rate than is specified in the bill of lading, the higher court held the shipper bound to pay the legal rate of 66.5 cents per 100 lbs. This court stated important law, as follows:

"No contract of the carrier can reduce the amount legally payable, nor can any act or omission of the carrier estop or preclude it from enforcing payment of the full amount by a person liable therefor."

When Carrier is Liable For Conversion

EITHER a private or common carrier may be liable for conversion to the same degree and extent as a warehouseman. However, a shipper who alleges conversion on the part of the carrier must prove that the alleged facts are true, otherwise the carrier is not liable.

For example, in *Rutland v. Boston*, 9 Atl. (2d) 131, Maine, a

shipper sued a common carrier for conversion and alleged that through negligence of the carrier the goods were either misdelivered, or stolen, or lost, and other merchandise of inferior quality substituted. However, since the shipper failed to prove these facts the higher court held the carrier not liable, and said:

"The plaintiff (shipper) having failed to prove a wrongful act by the defendant carrier amounting to a conversion, this action cannot be maintained. . . . Surmise or conjecture cannot be substituted for proof."

Federal Act Not Applicable

CONSIDERABLE discussion has arisen from time to time whether the Federal Employers' Liability Act is applicable to interstate motor vehicle common carriers. This law was discussed in *De Vaul v. Southern Kansas Stage Lines Co.*, 95 Pac. (2d) 541, Kansas.

In this case it was shown that a motor vehicle mechanic died by inhaling carbon monoxide fumes emitted from the interstate motor vehicle while he was lying beneath it making needed repairs. The legal question was whether the wife was entitled to recover compensation under the Federal Employers' Liability Act. She could have filed a claim under the State Compensation Law, but she preferred suing the employer under the Federal Law.

The court held the widow not entitled to a judgment, saying:

"The purposes and policy of Congress being thus avowed and thus limited, this court cannot approve appellant's argument that by this statute Congress impliedly imposed on interstate motor bus carriers all the liabilities theretofore laid on interstate railroads including the Federal Employers' Liability Act."

Also, see *Baldwin v. Byrne*, 53 Wyo. 519, where a driver of a motor truck who resided in Wyoming was killed in a highway accident in Colorado while engaged in interstate commerce in his employer's service. The controlling question in the case was whether his widow was entitled to compensation under the Wyoming statute and incidentally whether the workmen's compensation act as applied to her case had been superseded by the enactment of the federal statute of 1935. The Wyoming Supreme Court said:

"Finally, it is argued that the accident and death involved occurred in interstate commerce. . . . While it is clear that the national Congress has legislated in regard to some phases of motor carrier transportation, our attention is not directed by counsel to any provisions of the Motor Carrier Act which specifically cover or even touch upon the field occupied by the Wyoming Workmen's Compensation Act."

Must Obtain Highway Permit

THE law is well settled that a state may exercise its power to regulate use of its highways and may classify motor vehicles and

make reasonable regulations governing the use of the highways. Therefore, it may require carriers to procure permits to conform to such regulations before allowing the carrier to use the highways.

For instance, in *Herring v. State*, 95 Pac. (2d) 128, Oklahoma, it was shown that a common carrier in the state of Oklahoma operated its vehicle without obtaining a permit. The driver was arrested and fined \$100. The employer appealed to the higher court which, however, approved the validity of the state law.

This court explained that laws of this nature are valid if same are reasonable and not unduly oppressive with respect to carriers.

Keep Premises Safe

It is well established law that either a warehouseman or common carrier is subject to liability for bodily harm caused to business visitors by a natural or artificial condition thereon if he (a) knows, or by the exercise of reasonable care could discover and repair the dangerous condition. On the other hand, neither a warehouseman nor a carrier is responsible for acts of strangers, or third persons, which result in a dangerous condition not discoverable by the exercise of ordinary care.

For example, in *St. Louis v. Gilbert*, 95 Pac. (2d) 123, Oklahoma, it was disclosed that a shipper was injured while he was assisting a common carrier to load the merchandise. However, the evidence showed that the injury resulted when the shipper stumbled over an upwardly protruding pin which had been placed there by an unknown person. Therefore, the higher court held the carrier not liable, and said:

"As the owner is not an insurer of the safety of invitees, he is not required, at his peril, to keep the premises absolutely safe, but the measure of his duty in this respect is reasonable or ordinary care, and in determining whether such care has been exercised, it is proper to consider the uses and purposes for which the property in question is primarily intended. . . . The test is that which would be done by an ordinary and prudent person, and the danger or the unsafe place or condition must be 'unusual,' or constitute an 'unreasonable risk,' or the owner is not liable."

Liability for Conversion

GENERALLY speaking, when a warehouseman is liable for conversion, the owner of the goods is entitled to sue and recover from the former the full value of the goods at the time of the conversion. This general rule is subject to the exception that where the goods converted by the warehouseman consists of articles for the owner's personal use, and the goods have little or no market value, then the measure of damages is the reasonable value to the owner at the time

of conversion. In other words, if the value of the goods to the owner for his own personal use is greater than the market value of the goods, the owner is entitled to recover the greater value.

On the other hand, let us assume that stored goods are mortgaged for a certain amount. The courts hold that the above law is applicable and that the value of the goods is not the amount due on the mortgage but may be either the market value of the goods or the actual value of such goods to the owner for his personal use.

For illustration, assume that goods are mortgaged for \$200, and the market value of the goods to the highest bidder is \$150. The liability of a warehouseman, who converted the goods, is \$150. On the other hand, suppose that the market value of goods is \$150, but the value of the goods for the owner's personal use is \$200. Under these circumstances the warehouseman would be liable for \$200 damages, if he is guilty of conversion.

See *Morris v. Pearl*, 22 N. E. (2d) 740, Ohio, in which the higher court held a bailee liable for conversion of mortgaged goods, which he sold to the highest bidder at auction. This court said:

"The goods in question in this case consisted of household furniture. . . . The mortgage of the plaintiff was security for the debt. The only value in the furniture was its value as security, and the value of the security could only be ascertained by the market value of the property. The measure of damage was the market value of the furniture at the time of the conversion. . . . The measure of damages recoverable in an action for the wrongful taking of property is ordinarily the market value of the thing converted, fixed as of the time and place of the conversion, with interest from that date to the time of trial."

Duty of Warehouseman

THE legal duty of a warehouseman, or other bailee, to safeguard stored goods against loss or injury is to use ordinary care. In other words, there can be no liability if the evidence shows that the loss did not result from negligence of the warehouseman or his employees.

Modern courts consistently hold that a warehouseman is not an insurer and is liable only for the exercise of ordinary care in protecting the property intrusted or stored. However, it does not follow that the limitations on liability for negligence should be extended to breach of a contract of bailment. In bailment, the contract is in its nature a direct and personal obligation by which the warehouseman undertakes personally to keep safely the property or merchandise committed to his care. It is an obligation from which he cannot relieve himself without the customer's consent.

The actual work of guarding the goods may be delegated to an employee, and in the customary way of conducting many businesses this must be done during certain hours of the day, but the warehouseman is not thereby relieved from the personal obligation of his contract. An employee, to whom such duty is delegated, stands in the place of the warehouseman and any negligence of this employee in protecting the goods is the negligence of the warehouseman, who can be made to respond in damages caused thereby. The courts hold that any other rule would have a tendency to tempt a warehouseman, or other bailee, to lessen his personal liability for damages by delegating to irresponsible servants the care of the property. This would be unjust to the bailor, or owner of the goods, as increasing the risk to the property and decreasing his chances of obtaining adequate compensation for damages thereto. The primary and essential object of a contract of bailment is the safety of the goods, and no rule of law should tend to diminish this. Of course, it is not necessary that a warehouseman actually enter into a bailment contract with the owner of stored goods, as the courts imply that warehousemen contract to use ordinary care to safeguard stored goods.

For instance, in *Orthwest v. Heyman*, 22 N. E. (2d) 779, Illinois, it was shown that valuable merchandise was stolen from a bailee as a result of negligence on the part of the latter's employee. The higher court held the bailee liable, saying:

"Much must be left to implication and be determined in accordance with the business usages and the customs of the times. . . . Storage involved keeping. . . . If the defendant (bailee) chose to entrust that duty to his night man, he was liable."

Common Carrier's Liability

GENERALLY speaking, a common carrier is liable for all loss or damage to shipped goods unless such loss is caused by an Act of God; fault of shipper; inherent defects of the goods; or during a war and by enemies of the United States. This is the ordinary law.

On the other hand, a common carrier's liability may, under certain circumstances, be automatically reduced to that of a warehouseman or a private carrier, neither of which is liable for loss of goods unless such loss results from negligence or lack of ordinary care.

For example, in *Atchison Co. v. Farmers' Union Co-op Gin Co.*, 94 Pac. (2d) 903, Oklahoma, it was shown that on Oct. 17 and 18, 1935, a shipper delivered to a common carrier 150 bales of cotton upon its

loading platform at Dill City, Okla. This cotton was to be transported by the carrier. The shipper commenced delivery of the cotton from its gin to the loading platform of the carrier, but did not complete such delivery until after dark on the 18th day of October and intended to complete the transaction the following day by giving shipping instruction and procuring a bill of lading. However, all of the cotton had been delivered to the carrier's loading platform, the only incomplete business being that the shipper intended to give the carrier's agent the name of the consignee and receive the usual bill of lading the following morning. During the night a fire broke out and damaged the cotton.

The carrier denied liability for the loss which resulted and the shipper sued the carrier to recover the full value of the cotton. The shipper did not allege any negligence on the part of the carrier but sought to hold it liable as common carrier for the loss.

The carrier denied that the cotton had been delivered so as to constitute its possession as that of a common carrier. In other words, the carrier argued that its liability as a common carrier was not in effect when the fire started because the transaction between the shipper and itself was not completed, as the shipping instructions had not been issued. In holding the carrier not liable for the loss, the higher court said:

"The testimony was that he (shipper) had given the carrier's agent all necessary shipping instructions except to name the consignee to whom the shipment was to be made. This omission on the part of the plaintiff was vital since the shipment could not start until the defendant knew to whom it should make delivery. Until this information was given there could be no delivery or immediate shipment and the liability imposed upon a common carrier did not attach, and the liability which rested upon the defendant was that of a warehouseman only."

Act of God Defined

IT is well established that a common carrier cannot avoid liability for loss of shipped goods on a plea that the loss was indirectly caused by an act of God.

For illustration, in *Leister v. Kelley*, 132 S. W. (2d) 67, Kentucky, a man named Kelley was engaged in the retail liquor business in Lexington, Ky. On Jan. 21, 1937, Kelley purchased forty-four cases of whiskey from the Old Colonel Distributing Co., Louisville. On Jan. 23rd, an employee of the Old Colonel Distributing Co., at the instance of Kelley, called a motor truck owner by telephone and arranged for him to transport the whiskey to Lexington and to deliver it to the purchasers. Around 3 o'clock on this afternoon the truck owner called for the whiskey at the distributing company's place

of business and issued bills of lading for it. The truck owner then took the whiskey to the Doyle Transfer Warehouse in Louisville, which is a large warehouse used by some twenty truck lines as a depot and is protected by a watchman day and night. There he unloaded the whiskey, intending to send it to the consignees at Lexington on one of his trucks leaving Louisville at 4 o'clock in the morning.

After unloading the whiskey at this warehouse, the truck owner went to his home, which he found was about to be entered by the unprecedented flood covering a great part of Louisville at that time. He was compelled to move out of his home Saturday night and the flood marooned him in the house into which he moved. On this date he went to the warehouse and found the water had not entered it, but that all of this whiskey, with the exception of nine cases, had been taken from the warehouse for hospital use during the flood emergency. The night watchman in the warehouse testified two men had backed up a United States mail truck and took the whiskey, saying they were taking it to the hospital. However, no further trace of the whiskey was found.

Kelley, the owner of the whiskey, sued the truck owner for full value of the whiskey. The truck owner, who is a common carrier, attempted to avoid liability on the grounds that the loss resulted from the unprecedented flood, or an act of God, because it was true that the flood prevented him from removing the whiskey on the following morning as he had planned.

It is interesting to know that the higher court held the truck owner liable to Kelley for full value of the whiskey, and said:

"We are unable to agree that this whiskey was lost through an act of God, as the flood waters never entered the warehouse where it was stored. . . . The fact that the flood may have been the remote cause of the whiskey being taken, is not sufficient to excuse appellant on account of an act of God."

In answer to the truck owner's contention that he should not be held liable under the laws applicable to common carriers, since the whiskey when stolen was in a warehouse and not being transported, this court said:

"Counsel on both sides devote considerable space to the question of whether truck owner's liability is that of a common carrier or that of a warehouseman, since the whiskey was stored in a warehouse awaiting a truck to transport it. As we view the case, it is not necessary to decide this question, because appellant's watchman in charge of the warehouse negligently allowed two men without any authority of law to enter it and take the whiskey. Appellant is liable for the watchman's negligent act in so doing, whether he held the whiskey as a common carrier or as a warehouseman."

Truck Owner Liable

IT is well settled law that a common carrier is liable, practically as an insurer, for all injury, damage or loss of shipped goods. A private carrier is liable only if the injury, damage or loss resulted from its negligence. However, the law is different with respect to damage effected by a motor truck during its operation, to real property.

For example, in *Houck v. L. A. Tucker Truck Lines*, 131 S. W. (2d) 366, Missouri, the higher court stated important law, as follows:

"It is also our opinion that whatever unnecessary damage the driver did to the gate, the sward, or the shrubbery his truck company employer would be liable for in damages whether its driver committed the damage innocently, accidentally, carelessly or with a heart 'fatally bent on mischief.'"

In other words, the owner of a motor truck is liable for all damage to real property, resulting from operation of the truck, irrespective of whether the damage resulted from negligence or otherwise.

When Carrier May Limit Liability

IT is well settled law that any contract between a common carrier and shipper, which completely exonerates the carrier from liability for negligent injury to the shipped goods, is void as being against public policy. However, a common carrier may by contract with the shipper partially exonerate itself or limit its liability for damages, but to be valid such contract must rest on some consideration other than the mere agreement to transport the goods at the regular freight rate. The usual form of such special consideration is to have 2 rates—the regular rate under which the carrier's liability is unlimited, and a lower rate under which the liability is limited. The consideration to the shipper is then the lower rate. If but 1 rate is offered by the carrier, then the contract is void by which the carrier attempts to limit its liability below the actual value of the damaged or destroyed goods.

For illustration, in *Hubbard v. Matson Nav. Co.*, 93 Pac. (2d) 846, California, the legal question was presented the court whether a contract is valid by which a common carrier endeavors to limit its liability. The court stated:

"The reasoning upon which this rule is predicated is that since complete exoneration clauses in a contract between a common carrier and a shipper are invalid, partial exoneration clauses will only be permitted where the shipper receives a special material benefit in the form of a special low rate in return for his promise to accept limited damages."

Motor TRANSPORTATION

Borden to Reduce Costs with New Milk Tank

The Borden Farm Products Co., New York City, will shortly put in service 12 milk tanks of 3,000-gal. capacity each. These tanks are of a type which may revolutionize methods of transporting milk from the country to the city.

The tanks move easily from railroad flat cars to truck trailers and are said to save about 16 per cent of the cost of handling milk from railroad yards to a city pasteurizing plant.

B. F. Fitch conceived the tanks and devised the new "Fitch system of co-ordinated rail and highway transportation," under which the Borden tanks are to be operated.

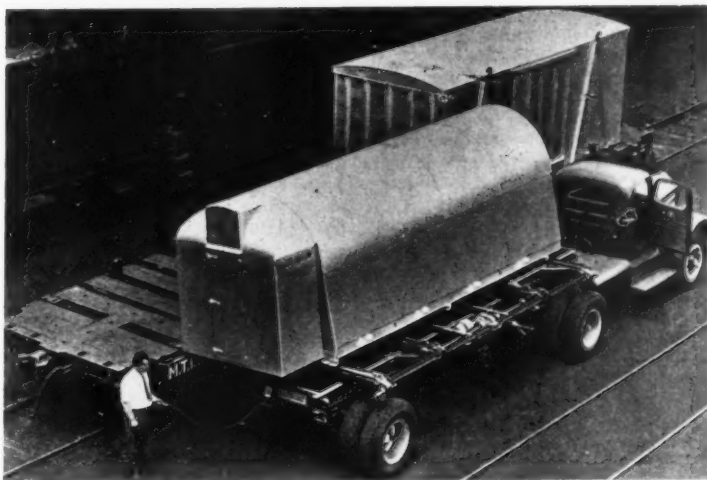
The tanks are made of stainless steel. They are loaded longitudinally, 2 on a car. The savings expected from them include the elimination of the operation of pumping the milk from fixed tank railroad cars to tank trucks. More milk is expected to be moved per man, due to the large volume of the tanks and the less time lost. Savings also are foreseen on washing expense, maintenance and other factors.

A special 20-ft. steel truck body has also been designed by Fitch. This body can be transferred from a railroad car to a truck trailer, or vice versa, in much the same manner as the tanks. Transfer of either unit takes only 90 secs. and can be handled by the truck driver alone through pushing a button and other simple operations.

A special transfer conveyor is welded to the chassis frame of the trailer. The conveyor has 2 endless drive chains running transversely across the trailer. To them are attached 7 lugs on 27-in. centers which engage companion lugs on the demountable bodies.

Power to effect the transfer comes from an electric motor fed by a flexible detachable cable from a generator located on the tractor.

Motor Terminals, Inc., which is the parent of the new Fitch tank system, leases the tanks and flat cars for periods of from 5 to 7½ yrs. The charge is determined partly by the type of tank and the length of the lease. The charge for 4 tanks of 3,000-gal. capacity and 2 flat cars for a year would be \$5,365.50. The user, however, is credited with wheelage paid by the railroad to Motor Terminals, at 2½ cents a mile. If the 2 cars trav-



A 4,000-gal. loaded insulated stainless steel milk tank being transferred by push-button control from rail car to semi-trailer. The truck body can also be shifted.

eled, empty and loaded, 214,620 miles a year, the rental would be nothing.

The loading and unloading mechanism can be purchased at \$1,500 to \$1,700 per tractor and semi-trailer, or leased for 7½ yrs. at \$1.50 per day.

Removable Tanks for Hauling Fruit Juices

The Empire Refrigerator Equipment Co. has been organized in Tallahassee, Fla., to manufacture removable tanks invented by John C. Hester, Milwaukee, for use in transporting fresh fruit juices from Florida groves to northern cities.

The tanks are adaptable for use on trucks and railroad cars, are fully refrigerated and so designed that fruits and vegetables can be taken from Florida or other areas in which they are grown and transported across the country without losing any of their freshness.—W. T. N. B.

N. Y. Insurance Rates Lower

Effective Jan. 1, insurance rates were lowered for motor truck owners in coverage on bodily injury and property damage. Improved accident records made this possible.

The new rates are retroactive on an optional basis to policies written and put into force since last Nov. 1. Policies in force prior to that

date may come under the new rates on the customary short term cancellation basis. In Buffalo the new rates for bodily injury insurance have been cut \$7 for heavy vehicles, \$5 for medium and \$3 for light.

Lower Moving Rates Ruled in Cal.

Household goods moving rates must come down. This is the final decision of the California Railroad Commission in the now-famous household goods rates case (No. 32325) in connection with which the carriers throughout the state organized to protest previous Commission ruling (Sept. 19) and petitioned for a rehearing, which was granted. Carriers were opposed to the lower rates fixed by the Commission in its Sept. 19 decision and wanted the entire case reviewed. The Commission has now given its verdict, which differs from the former one, but still spells lower rates as well as other changes.

All point to point rates have been abolished, with the exception of those mentioned below, and rates must now be determined on a basis of mileage between points in accordance with the Commission's distance table No. 3. In this table, rates are set for mileage brackets ranging from 5 miles at shorter distances to brackets including 25-mile jumps at greater distances. After 300 miles, rates are based on 25-mile jumps; after

800 miles on 50-mile jumps. Generally speaking, rates have been reduced from 12-20 per cent in accordance with distances. Hourly rates for local moving are reduced approximately 50 cents an hour. Rates for all crated goods are down to common carriers' rates.

Exceptions to the ruling that rates are to be determined in accordance with mileage bracket table are: points between San Francisco and its metropolitan area, between Los Angeles and its metropolitan area, and between San Diego and its metropolitan area, retain the old point-to-point fixed rate schedule, but rates have suffered a reduction from \$3.60 a hundredweight to \$3.35 a hundredweight, regardless of quantity.

The industry is not at all happy over these rulings but the consensus of opinion is, that it is best to accept them for the present and study the effect on the industry of the new rates. With this in view, it has been decided to make a continuous cost survey and when sufficient data has been accumulated to make a showing, to again present the case for the movers to the Commission.

Since the Commission's decision, all of the larger movers which had been charging rates higher than the Commission's minimum have come down to the established minimum rates. Leaders in the industry believe that the significance of this is that the influential concerns have decided it was a mistake to establish higher than minimum rates under current conditions.

Jack Barker, manager of the San Francisco Movers' Assn., says that the carriers should get \$5.00 an hour for 2 men and a van. Present rates allow only \$4.00 an hour.—*Gidlow.*

Wis. Rails' Trucking Protested

The Ahnapee and Western Railway Co. and the Kewaunee, Green Bay and Western Railroad Co., early in January, inaugurated regular scheduled motor truck movement of freight between Green Bay, Sturgeon Bay and intermediate stations as the result of a decision Dec. 15 by the Wisconsin Public Service Commission authorizing the roads to operate supplementary truck lines to improve their transportation service for less than full carloads.

The Green Bay lines were first in the nation to ask permission to operate trucks for L. C. L. shipments and Glenn Stephens, Madison, has announced he will appeal to the Dane county circuit court on the Commission's order in behalf of a state association of truckers.

Stephens said he will maintain the Commission's order to be unreasonable and unlawful because it did not require the railroad to furnish a burden of proof of public convenience and necessity in the new service.—*W. T. N. B.*

Wis. Movers Rate Petition Denied

The Wisconsin Public Service Commission has denied the petition of the Milwaukee Furniture Movers' Assn. for reconsideration of its recent order fixing rates for moving household and office furniture. The association contended that the Commission in fixing rates had failed to consider wage increases, new taxes and the difference in operating costs of large and small trucking firms. The Commission replied that it believed that all rate making factors had been given due consideration.—*W. T. N. B.*

Trucks Replace Abandoned Rail Service

Rail service having been abandoned in Wisconsin's Kickapoo Valley, the hilly country between Madison and the Mississippi River in the Western part of the state, a new trucking service, to be operated by F. C. George & Sons, with headquarters in the Atlas Storage Co.'s warehouse in Milwaukee, is expected to start soon. Ten or more towns will be served.—*Hubel.*

Mexico Abolishes Private Ownership of Truck Lines

Upon recent publication in the *Diario Oficial of Mexico City*, Government gazette, of the new law abolishing private ownership of motor truck and motor bus lines in Mexico the Government took over all of these properties.

It was stated officially that enforcement of the law in all details, however, would be delayed for a year, though the law will have immediate effect in doing away with ownership rights of private enterprise now engaged in public bus and truck service with motor vehicles.

Socialization of industry in Mexico will take another definite step forward at the expense of private capital in the application of the new law. Motor bus and truck service in the cities as well as on the highways will be affected. The most pronounced adjustment under the new law will come in Mexico City because of the numerous motor bus lines that are a part of the capital's public transportation system.

Under the new law, unions of bus and truck drivers will be supplanted by government directed

cooperatives. The vehicles will become the property of the cooperatives and without compensation to the present owners. Owners become merely members of the cooperatives, entitled only to their pro rata of the proceeds.

Vigorous protest against the new law has been made by the unions. Under the cooperative system, which they declare is communistic, they will lose their right to collective bargaining and the strike.—*Hornaday.*

I.C.C. Reverses Rule In Dick Transfer Case

The I.C.C., reversing a decision of Division 5 of that body, has ruled that Dick's Transfer & Truck Terminal, Pittsburgh, Kans., hauling merchandise for line-haul motor carriers in the metropolitan area is a common carrier under the Motor Carrier Act and not a contract hauler, as ruled earlier. The firm was granted a grandfather certificate to continue the service.

This decision is in line with other orders issued in several cases, and indicates the trend in the direction of bringing cartage operators, hauling for line-haul carriers in interstate commerce, under the Commission as common carriers and protected with duly filed tariffs.

Exceptions were filed to the order of Division 5 in the case and the common carrier division of the American Trucking Associations, Inc., filed a motion to intervene in the case at the rehearing before the whole Commission.

The Commission in rendering this order, referred to a number of decisions by the I.C.C. affecting the controversy. The order of the Commission in this case becomes effective Feb. 10.

Dissenting, Commissioner Lee stuck by the conclusion he reached as a member of the Division, namely, that Dick's Transfer was a contract carrier. Commissioner Mahaffie also dissented, but did not make his reasons public.

Commissioner Rogers who, with Commissioner Lee, had comprised the majority in the Division's decision, reversed his opinion and concurred in the ruling of the Commission.

Chairman Eastman also concurred, but, in a separate opinion, insisted that "under a certain state of facts," a firm performing collection and delivery for line-haul operators might be "a mere agent" for the latter and not subject to the Act. He had contended, in his dissent from the prior ruling of the Division, that Dick's Transfer was such an agent, and changed his mind only after new facts were developed.

Fruehauf Celebrates 25th Anniversary

January, 1940, marked the 25th anniversary of the Fruehauf Trailer Co., Detroit. In connection with the annual sales convention held the first part of January, members of the field organization gathered to learn of the plans and objectives of the company for 1940 and to commemorate the successful quarter century in business of the concern. Many of the 300 members of the sales and distributing organization have been with the company since it began in 1915.

August C. Fruehauf, founder of the company, was for many years a successful carriage and wagon maker. Back in 1893 he had a blacksmith and wagon shop when Detroit was a city with not much over 100,000 in population.

In 1914, when the biggest competitor of the motor truck was the horse-drawn vehicle, Harvey, son of the founder, seized upon the idea of combining the advantages of both the old and new forms of transportation. This was the beginning of the present Fruehauf Trailer Co., formed a year later.

The fundamental idea, originated at the very beginning of the trailer company, has been the keynote of the company's progress ever since. The business, now carried on by Harvey, Roy and Harry Fruehauf, has come a long way in the past quarter century. Expansion has continued year after year until now the company has branches in all principal cities and the main plant occupies over 25 acres of ground and has nearly 500,000 ft. of floor-space. Nearly 3,000 people are directly employed by the company.

Size of Truck Loads Vary In Every State

The largest state in the union still has the lowest truck-load limit, and the smallest state still permits the greatest loads. But a decided trend toward uniformity of truck size and weight restrictions is indicated in a study of recent changes in state laws just completed and released by the National Highway Users Conference.

Texas continues to limit truck loads to 7,000 lb. unless the shipment is made to a railroad station for reshipment by rail. In that event a 14,000-lb. load is permitted. Rhode Island continues to allow the 112,000-lb. gross (vehicle and cargo) limit. With cotton a principal Texas crop and Rhode Island's textile industry a big Texas customer, the wide divergence in truck load weight restrictions between these two states presents a strange anomaly.

During 1939, with 44 states

holding regular legislative sessions, laws governing sizes and weights of motor vehicles were enacted in 14 states. In 12 states weight limitations were increased and in 2 states certain maximums were reduced. Permissible increases in length were authorized in 2 states—California and Nebraska. According to the Conference, 1939 laws enacted have been favorable to highway transportation for they have helped reduce the great confusion caused by the wide divergence of requirements at state borders.

Many interesting facts are revealed by this new Conference study. Kentucky still limits trucks to 18,000 lb. and so continues to be a barrier for North-South traffic. If, for example, a truck starts southward from Illinois, where 72,000 lb. is the legal limit, and crosses into Kentucky, it will not be admitted to enter the state unless three-fourths of the load is removed. Once through Kentucky, it is lawful to increase the limit to 24,000 lb. in Tennessee and this can be still further increased to 30,000 lb. in Alabama. Incidentally, in the last year Tennessee raised the maximum gross weight from 18,000 to 24,000 lb. and Alabama from 20,000 to 30,000 lb.

No 2 states impose identical limitations. Michigan, for instance, varies the weight per axle according to the seasons. From March 1 to May 31 the maximum axle weight in Michigan is 13,500 lb., but from June 1 to Feb. 28, it is 18,000 lb. The sister Dakotas do not agree on limits for North Dakota allows a gross weight of 35,000 lb. while South Dakota stops at 30,000 lb.

Contract Rate Charges Held Unlawful

Common motor carriers have won an important decision rendered by Division 3 of the I.C.C. declaring proposed minimum charges on manufactured or processed steel and iron by the Sente Trucking Co. between Pittsburgh, Pa., and Dover, Ohio, unlawful.

It is declared that the ruling involves the same principle for which the Central States Bureau is contending in Ex Parte MC-27, to have contract carrier rates prescribed on a basis no lower than common carrier rates.

The Sente company, operating as a contract carrier, proposed to establish a minimum charge of 12.5 cents per 100 lb., minimum 20,000 lb., on steel and iron products between the above two mentioned points. It is stated that 17 motor common carriers maintained a rate of 16 cents.

In announcing this decision, Division 3 of the Commission stated, "The policy of Congress declared in section 202 (a) of the Act, is, among other things, to foster sound economic conditions in the motor carrier industry and to discourage unfair or destructive competitive practices."

The proposed minimum charge was published primarily for the purpose of more nearly equalizing the charges from Pittsburgh to Dover with those applicable from certain producing points in Ohio, and the record indicates that the rates from the Ohio producing points have been brought about by destructive competition between common and contract motor carriers operating in Ohio, states the report and order of the Commission.

"Upon this record it is clear that the proposed minimum charge would be unreasonably low and would give respondent an undue advantage in competing with common carriers by rail and motor vehicle," the order concluded.

2-Yr. Labor Pact In Philadelphia

A new 2-yr. agreement in the Philadelphia trucking industry was ratified, Jan. 7, between the employers and International Brotherhood of Teamsters, Chauffeurs, Stablemen and Helpers, Local 107, AFL, at a meeting in Mercantile Hall. The contract, which is the result of 2 mos. negotiations with the Philadelphia Chapter of the Pennsylvania Motor Truck Assn., provides wage increases of \$1.50 a week for 1940 and \$1 additional for 1941. It also continues other provisions covering general working conditions. Clauses in relation to the closed shop, holidays and other points were carried over from the expiring contract, which, on its adoption, was hailed as a model one.—Lansing.

First Water-Motor Freight Tariff

The recent establishment of through water and motor freight tariffs from New Orleans to towns in northern Arkansas is said to be the first combination motor carrier and water rate to be put into effect in the United States.

Representing a considerable reduction, the rates, published by the River Terminal Corp., apply to goods shipped both by water and motor carrier from New Orleans to various Arkansas points including Little Rock, North Little Rock, Hot Springs and other territory

in connection with barge lines and various motor carriers.

Eastern Oklahoma interests are anticipating a like reduction in their territory, if and when, the Arkansas River is opened to navigation, according to Ted Schwachhofer, manager of the Muskogee Merchants and Manufacturers Traffic Bureau.—*Van Horn.*

Dick's Transfer, Kansas City, Erects Terminal

Dick's Transfer Co., is erecting a truck terminal, with 100-ft. span truss roof, at 1909 Cherry St., Kansas City, Mo., containing 13,200 sq. ft. of floorspace.—*Force.*

Herrin Purchases Coleman Dallas-Houston Rights

Purchase by the Herrin Transportation Co. of Houston and New Orleans of the operating rights between Dallas and Houston of the Coleman Bros. Transfer Co., Dallas, has been approved by the Interstate Commerce Commission. The transfer will give Dallas shippers overnight fixed schedules to New Orleans via Houston. The Herrin company, which operates to 224 points in Louisiana, will soon open a Dallas terminal.—*Smith.*

Huber Tonnage 30% Greater

Huber and Huber Motor Express, Inc., Louisville, Ky., had a 30 per cent increase in tonnage handled in 1939 as against 1938. Approximately 20,000 tons were handled each month of the year, as against 15,000 tons in 1938. The company recently added 20 new trucks, bringing its fleet size to 225.—*Grissam.*

Progress In Surveys for Future Highway Planning

Surveys to guide the planning of future highway improvements are progressing rapidly in 46 States and the District of Columbia, according to the 1939 annual report of Thomas H. MacDonald, Commissioner of the Public Roads Administration of the Federal Works Agency. These surveys, jointly financed and conducted by the Road Administration and the State highway departments, include complete inventories of all rural roads and detailed studies of highway traffic, and highway finance.

The report states that one of the most generally useful products of the planning surveys is a series of large-scale State and county maps. The county maps, generally on a scale of 1 in. to 1 mile or

greater, show, in addition to transportation facilities, all physical features and man-made improvements, and will form the first up-to-date and comprehensive series of county maps ever made. At the end of the year there had been approved 2,962 sheets covering 1,924 counties, approximately 70 per cent of the total to be completed. Other series of maps to be drafted on the base maps show highway and other transportation systems, bus and truck routes, postal routes, school-bus routes, and traffic volume.

The 1940 Federal census will be more complete because of this mapping work, according to the report. For the first time the boundary limits around the settled areas of unincorporated urban communities of 800 or more population have been established in 29 States, making possible census reports for such communities.

Field work on the traffic surveys has been completed in all but 9 States, according to the report. At 3,237 stations the weights of trucks, commodities carried, and other data were recorded for thousands of trucks and truck-trailer combinations. Information on the weights and dimensions of buses and number of passengers carried was also obtained.

At the end of the year 411 automatic traffic-recording machines were in operation, counting and recording the number of vehicles passing hourly. Installed at strategically located points, these machines provide a long-period record of traffic volume. Supplementing these permanently located machines are portable traffic counters, used to take short traffic counts at many different locations.

Katy in Co-ordinated Truck Service

The Missouri-Kansas-Texas Railroad on Dec. 4 inaugurated a co-ordinated train and truck service to Kansas which will be followed at some later date with an extension of this operation to Missouri, Oklahoma and Texas.

Fifty-one communities are now being served in Kansas. The Katy trucks are operating with Parsons serving as the main terminal over 4 routes to and from Junction City, Paola, Fort Scott and points between. A circular route is included, embracing Coffeyville and other cities in that locality. The highways used are parallel with Katy tracks as much as possible. No deliveries are made to points along the way that are off the railroad. One-day deliveries from Kansas City to all points, as well as from St. Louis, are given.

Forwarders Want Regulation

A prediction that motor carrier rates may be reduced 33 1/3 to 50 per cent if trade barriers between the states are eliminated, and an appeal for aid in inducing Congress to enact at this session legislation placing freight forwarders under I.C.C. regulation, recently highlighted a meeting of the Traffic Group of the National Retail Dry Goods Assn.

The promise of reduced truck rates was held out to the retailers by H. D. Horton, president of Horton Motor Lines, Charlotte, N. C., while the forwarders' plea was voiced by William H. J. McEntee, vice-president of Acme Fast Freight, Inc., New York City.

The key to the legislation, according to McEntee, rests with Senators Wheeler (D-Mont.) and Reed (R-Kans.), both of whom have promised that no forwarder regulation will be enacted until the proposed investigation of forwarder traffic is completed. Therefore, McEntee disclosed, the Freight Forwarders & Consolidators Institute shortly will seek the aid of the NRDGA in absolving the 2 Senators from their promise so that the way may be cleared for passage of the desired legislation.

Pointing out that the forwarders have been investigated by the I.C.C. for the last 5 yrs., McEntee said Congress could investigate until "hell freezes over" but it would find out nothing more.

If the I.C.C. decisions barring proportional rates and holding that forwarders are not common carriers are allowed to stand, he warned, the result will be a drastic curtailment of the forwarding business, with resultant injury to retailers and other shippers.

Curtailment of service at "off-line" points will be unavoidable, he said, for if the forwarders are compelled to pay local class rates to or from on-line points the total through rate generally would exceed the I.C.C. rate, which is the top limit. He estimated that 50 per cent of the off-line traffic would have to be dropped. The thinning down of loads between on-line points will result in curtailment of that service, too, he added.

McEntee contended that whether Acme wins or loses its appeal to the U. S. Supreme Court for common carrier status, Congress should pass legislation definitely placing the forwarders under the I.C.C. law.

If forwarders are not placed under the Motor Carrier Act, he asserted, then any motor carrier, by the simple device of setting up a "left-handed" forwarding unit, could quote any rate it desired.

WHERE TO BUY

BODIES (Van)

Gerstenslager Co., Wooster, Ohio.
(See advertisement elsewhere in this issue.)

CASTERS (Truck)

Darnell Corp., Ltd., P. O. Box 4027, Sta. B, Long Beach, Cal.

Hamilton Caster & Mfg. Co., Dept. D, Hamilton, Ohio.
(See advertisement elsewhere in this issue.)

Standard Pressed Steel Co., Box 580, Jenkintown, Pa.
(See advertisement elsewhere in this issue.)

CONVEYORS

A. B. Farquhar Co., Ltd., 502 Duke St., York, Pa.

COVERS (Piano)

Canvas Specialty Co., 90 Grand St., New York, N. Y.
(See advertisement elsewhere in this issue.)

Fulton Bag & Cotton Mills, Box 1726, Atlanta, Ga.
(See advertisement elsewhere in this issue.)

New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.
(See advertisement elsewhere in this issue.)

Self-Lifting Piano Truck Co., Findlay, Ohio.
(See advertisement elsewhere in this issue.)

COVERS (Truck) (Tarpaulins)

Fulton Bag & Cotton Mills, Box 1726, Atlanta, Ga.
(See advertisement elsewhere in this issue.)

DESKS (Executive)

Automatic File & Index Co., Dept. A-12, 629 W. Washington Blvd., Chicago, Ill.

DESKS (Tariff)

Automatic File & Index Co., Dept. A-12, 629 W. Washington Blvd., Chicago, Ill.

DOLLIES

Hamilton Caster & Mfg. Co., Dept. D, Hamilton, Ohio.
(See advertisement elsewhere in this issue.)

Self-Lifting Piano Truck Co., Findlay, Ohio.
(See advertisement elsewhere in this issue.)

ENGRAVING

The John B. Wiggins Co., 1110 Fullerton Ave., Chicago, Ill.

FILES (Executive)

Automatic File & Index Co., Dept. A-12, 629 W. Washington Blvd., Chicago, Ill.

Nearly 4,000 TYPES



For Savings Specify
DARNELL

Write... Darnell Double Ball Bearing Casters and E-Z Roll Wheels offer many advantages not found in ordinary types

FOR NEW DARNELL MANUAL

DARNELL CORPORATION, LTD.
BOX 4027, STA. B, LONG BEACH, CALIF.
16 W. CLINTON, CHICAGO — 24 E. 22nd, NEW YORK
DARNELL CORP. OF CANADA, LTD., TORONTO, ONT., CAN.



FEATHERWEIGHT
FREIGHT CONVEYORS
MODEL 391
Truly "Portable"

**SAVE TIME
AND LABOR
WITH "PORTABLE"**

Modern, lightweight, flexible Featherweight meets the demand for a cost-saving, time-saving conveyor unit. Handles bags, boxes, crates, hampers, etc., easily and speedily. Four standard sizes can be moved by one man. Write for demonstration.

Portable Machinery Division, **A. B. FARQUHAR CO., LTD.**
502 Duke Street
YORK, PENNA.

Branches
2549 N. Keeler Ave., CHICAGO, ILL.
560 Clifton Ave., CLIFTON, N. J.

You will GET A "KICK"

—OUT OF FINDING A TARIFF IN AN AUTOMATIC TARIFF FILE BECAUSE:—

1. IT'S EASY. The drawer is EXPANDED like a book—and stays—giving 9 inches of EXTRA reference space. No gadgets—no latches—just part the tariffs at the point of reference.
 2. IT'S FAST. Entire cover of tariff wanted is visible—no matter how full the drawer. Tariffs are quickly removed and accurately replaced.
- ▲AUTOMATIC Tariff files reduce shipping costs. Modern shipping demands this economy. Write today.

AUTOMATIC FILE & INDEX CO.
629 WEST WASHINGTON BLVD., Dept. A-12, CHICAGO, ILL.



Save money

with these quality business cards!

Saving need not mean cutting quality or limiting quantity.

With Wiggins Vellotype, firms convey a favorable impression. It is the latest in raised printing, and scores of sales budgets are being cut.

SEND FOR SAMPLES

Compare your present business cards with VELLOTYPE

Wiggins VELLOTYPE
BUSINESS CARDS

A product of THE JOHN B. WIGGINS COMPANY
Established in 1857 1110 Fullerton Avenue, CHICAGO





IRON HORSE
Furniture Pads

Diagonal Square Stitch Adds Strength!

- Longer Wear — Greater Strength...at NO EXTRA COST
- Cut sizes—36 x 72, 54 x 72, 72 x 72, 80 x 72.

VAN LININGS
GRAND COVERS
TIE TAPE

Write for Samples!
CANVAS SPECIALTY CO., Inc.
90 Grand Street, New York City
Phone: CANal 6-5558
"Twenty-five years of Honest Service"



Fulco gilt-edge

FURNITURE PADS and TARPULINS

give better protection—last longer. Fulco is a quality pad, made with our special non-lump filler firmly quilted. The Fulco Gilt-Edge webbing at the ends adds materially to the life of the pad. Shuredry Tarpaulins are standard weather protection equipment for trucks. We are also suppliers of Refrigerator Covers, Radio Covers, Wiping Cloths, Burlap and Wrapping Twine.

Write today for illustrated price list and samples.

Fulton Bag & Cotton Mills
Manufacturers Since 1870
ATLANTA ST. LOUIS DALLAS
MINNEAPOLIS NEW YORK NEW ORLEANS KANSAS CITY, KAN.

PIONEER PADS

PROTECT YOUR PROFITS AND REPUTATION!

Nothing hurts a mover's reputation so much as marred furniture. Use long-wearing Pioneer Pads for full protection. Made of new cotton and jute—covered with heavy drill—and zigzag stitched to prevent slipping and packing. Write for details and complete price list!

LOUISVILLE BEDDING CO., Incorporated
LOUISVILLE, KY.

FILES (Tariff)

Automatic File & Index Co., Dept. A-12, 629 W. Washington Blvd., Chicago, Ill.
(See advertisement elsewhere in this issue.)

MACHINES (Fur Cleaning)

Reliable Machine Works, Inc., 130 West 29th St., New York, N. Y.
(See advertisement elsewhere in this issue.)

PADS (Canvas Loading)

Canvas Specialty Co., Inc., 90 Grand St., New York, N. Y.
Fulton Bag & Cotton Mills, Box 1726, Atlanta, Ga.
Louisville Bedding Co., 418 East Main St., Louisville, Ky.
New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.
(See advertisement elsewhere in this issue.)
Self-Lifting Piano Truck Co., Findlay, Ohio.
(See advertisement elsewhere in this issue.)

PADS (Kersey)

Canvas Specialty Co., Inc., 90 Grand St., New York, N. Y.
Fulton Bag & Cotton Mills, Box 1726, Atlanta, Ga.
Louisville Bedding Co., 418 East Main St., Louisville, Ky.
New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.
(See advertisement elsewhere in this issue.)

NEW PRODUCTS

New Type Fur Cleaning Drum

"TODAY'S equipment for the service industries is being designed for selling as well as service purpose," stated Harvey Osborn, in announcing the advent of Reliable's new type of Fur Cleaning Drum with the glass-walled, vault-like door.

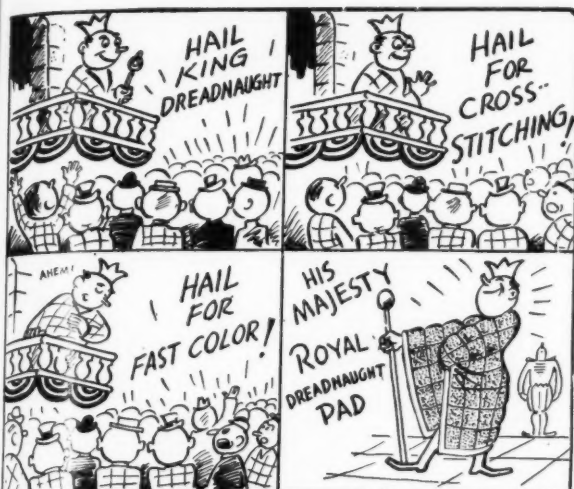
"Not only should standard equipment be streamlined, but it should include showmanship features so that the plant owner can use it to help sell his services. This applies especially to laundries and dry cleaners who conduct visitations or place equipment in store fronts where the public can see it in operation."



tion. This new drum enables people to see furs in the process of cleaning."

Other features of this new wood-lined fur cleaning drum include separate compartments for cleaning and caging the furs, and separate compartments for the power transmission and for the specially constructed air filter and dust collector.

Plant owners desiring complete specifications and pictures of construction details, write Harvey Osborn, general manager, Reliable Machine Works, Inc., 130 W. 29th St., New York City.—DandW.



DREADNAUGHT FURNITURE PADS

For the best . . . Royal Dreadnaught Cross Stitched Furniture Pads are the most Extra Featured on the market.

For lower priced straight stitched pads buy our DEFENDER PADS. Write for quotations.

We make form-fit pads for every need.

New Haven Quilt & Pad Co., New Haven, Conn.

PIANO DERRICKS AND TRUCKS

Self-Lifting Piano Truck Co., Findlay, Ohio.
(See advertisement elsewhere in this issue.)

PLATFORMS (Lift Truck)

Self-Lifting Piano Truck Co., Findlay, Ohio.
(See advertisement elsewhere in this issue.)
Standard Pressed Steel Co., Box 560, Jenkintown, Pa.

RACKS (Storage)

Reliable Machine Works, Inc., 130 West 29th St., New York, N. Y.
(See advertisement elsewhere in this issue.)

TRAILERS (Motor Truck)

Fruehauf Trailer Co., 10936 Harper Ave., Detroit, Mich.
(See advertisement elsewhere in this issue.)

TRUCK BODIES (Refrigerated)

Fruehauf Trailer Co., 10936 Harper Ave., Detroit, Mich.
(See advertisement elsewhere in this issue.)
International Harvester Co., Inc., 180 No. Michigan Ave., Chicago, Ill.
(See advertisement elsewhere in this issue.)

TRUCKS (Cabinets & Ranges)

Self-Lifting Piano Truck Co., Findlay, Ohio.
(See advertisement elsewhere in this issue.)

A Model of STAMINA for Every Job



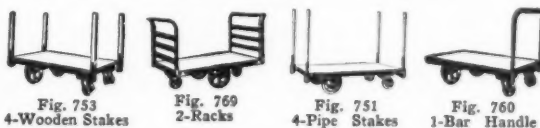
Fig. 769
Pat. Applied for

"HALLOWELL" STEEL TRUCKS

Any way you look at them they're tough . . . for lasting strength is built into every member of this sturdy line of "Hallowells". Dropped-on or heavy loads can't splinter or damage their steel platforms and welded construction insures a permanently rigid unit. Wheels are designed to run smoothly and easily under all loads.

From the many models and styles available there are sure to be those exactly suited to your needs . . . so use the coupon below to send for our bulletin. Find out how "Hallowell" Trucks will pay for themselves in reduced maintenance costs alone.

SOME OTHER AVAILABLE STYLES



STANDARD PRESSED STEEL CO.

BRANCHES
BOSTON
DETROIT
INDIANAPOLIS
JENKINTOWN, PENNA.
Box 560
BRANCHES
CHICAGO
ST. LOUIS
SAN FRANCISCO

Send me your bulletins on "HALLOWELL" Steel Trucks

Mr. Title

Firm

Address



HAMILTON TRUCKS



CASTERS WHEELS

Industrial
Casters

Swivel or Rigid
Single or
Double Wheel

WAREHOUSE TRUCKS

LIFT TRUCK SYSTEMS — TRAILERS, TRUCKS, DOLLIES

Wanted MANUFACTURERS' AGENTS. SOME ATTRACTIVE
TERRITORIES OPEN. WRITE FOR PROPOSITION.

HAMILTON CASTER & MFG. CO., Dept. D, Hamilton, Ohio



TRUCKS FOR RANGES REFRIGERATORS PIANOS

and all kinds of hard-to-handle pieces are safely and much more easily moved when you are equipped with the right trucks to do the job. We have the answer to your particular handling problem. You will save the cost of these trucks many times a year. Send for special data.

SELF-LIFTING PIANO TRUCK CO.
FINDLAY, OHIO

FUR AND FURNITURE FUMIGATION VAULT

Fur, furniture and rug fumigation are recognized by men in other lines. They are going after the business with modern methods and equipment. You can do the same.



RELIABLE

Fur Storage Equipment

provides everything you need . . . Malium Gas or Cold Storage System, modern vaults, de-mothing chambers, automatic de-humidification, fur and garment hanging equipment, rug storage racks, etc.

Write for Details about our
Free Planning Assistance

RELIABLE MACHINE WORKS, INC.

130 WEST 29th STREET NEW YORK CITY

Headquarters for furriers' equipment since 1913

TRUCKS, HAND (Cartons & Cases)

American Pulley Co., 4270 Wissahickon Ave., Philadelphia, Pa.
(See advertisement elsewhere in this issue)

Hamilton Caster & Mfg. Co., Dept. D, Hamilton, Ohio.

Self-Lifting Piano Truck Co., Findlay, Ohio.

Standard Pressed Steel Co., Box 580, Jenkintown, Pa. (Platform)
(See advertisement elsewhere in this issue.)

TRUCKS (Lift)

Vaughn Motor Co., 835 S.E. Main St., Portland, Ore.
(See advertisement elsewhere in this issue.)

TRUCKS (Refrigerator)

Self-Lifting Piano Truck Co., Findlay, Ohio.

VAULTS (Moth Proof)

Reliable Machine Works, Inc., 130 West 29th St., New York, N. Y.

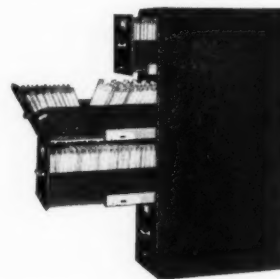
WHEELS (Industrial Truck)

Darnell Corp., Ltd., Box 4027, Sta. B, Long Beach, Cal.
(See advertisement elsewhere in this issue.)

Automatic Expanding and Compressing Tariff Files

A BOON to shippers is the newly improved line of Automatic Expanding and Compressing Tariff Files. Every feature of these files was designed to permit fast and easy selection of tariffs and related data at a moment's notice. While resembling the ordinary office filing cabinet in general appearance and construction, Automatic Tariff Files incorporate a revolutionary principle in drawer construction that allows tariffs to be filed vertically on end, yet permits the selection of any tariff or supplement easily and quickly without tugging or pulling or touching the compressor at the back of the drawer.

To select a tariff or rate sheet from the drawer you merely part the drawer contents at the desired point. This parting action causes the drawer front and drawer follower to "Ex-



pand," or tilt in opposite directions like the covers of a book and provide a 9-inch V-shaped opening. This V-shaped opening permits you to read the entire cover of the tariff, supplement or letter from the drawer. A touch to the drawer front returns the drawer to a closed position, compressing the contents in a vertical position which preserves and increases the life of the tariffs.

All materials and workmanship of Automatic Expanding and Compressing Tariff Files are the finest. Ball-bearing progressive suspension slides on all drawers assure easy, quiet operation and long life. Units are available in 2-drawer (desk high), 3-drawer (counter high), and 4-drawer sizes, including a unique Tariff Filing Desk. Olive green is standard finish, but walnut, mahogany and oak are also available. Manufactured by Automatic File & Index Co., 629 W. Washington Blvd., Chicago, Ill.—DandW.

BIRMINGHAM, ALA.

1880—Sixty Years of Service—1940

HARRIS TRANSFER & WAREHOUSE CO.

8 South 13th St., Birmingham

— FIREPROOF WAREHOUSES —

Merchandise and Household Goods

• STORAGE • CARTAGE • DISTRIBUTION • FORWARDING
Pool Cars Handled

Member of A.C.W.—A.W.A.—N.F.W.A.

Agents for Allied Van Lines, Inc.

BIRMINGHAM, ALA.

Member

**STRICKLAND**

Transfer & Warehouse Co.

1700-1702 2nd Ave. So.

General Merchandise Storage and Distribution
Pool Car Service a Specialty—Motor Truck Service
Centrally Located—Free Switching from All R.Rs.

BIRMINGHAM, ALA.

MEMBER

**WITTICHEN**

Transfer & Warehouse Co.

Fireproof Warehouse

Household Goods and Merchandise

Pool Car Distribution

Member: A.W.A. & M.W.A.

BONDED



MOBILE, ALA.

**Merchants Transfer Company**

HEAVY HAULING—STORAGE

Pool Cars and General Merchandise—Bonded
Authorized Transfer AgentsA.T.&N., G.M.&N., L.&N., M.&O. &
Southern Railroads. Pan Atlantic S/S Corp.

MONTGOMERY, ALA.

**Alabama Transfer & Warehouse Co.**

500 Block North Perry St.

BONDED — FIREPROOF —
WAREHOUSE
STORAGE & DISTRIBUTIONMembers N.F.W.A. — A.W.A. — So.W.A. —
A.C.W. — A.V.L.

MONTGOMERY, ALA.

MOELLER TRANSFER & STORAGE CO.

210-220 COOSA STREET

Merchandise and Household Goods

Low Insurance Rate Bonded Trucking Service
Pool Car Distribution

Members: A.W.A., N.F.W.A., So. W.A.

TUCSON, ARIZONA

Tucson Warehouse & Transfer Co.

POOL CAR DISTRIBUTORS

FIREPROOF STORAGE

110 East Sixth Street

Tucson, Arizona

FORT SMITH, ARK.

O K TRANSFER & STORAGE CO.

201 Rogers Ave.

Storing—Shipping—Moving—Packing
Complete Storage and Distribution Service
Free Switching from All Railroads
Low Insurance Rates

26 Years of Satisfactory Service

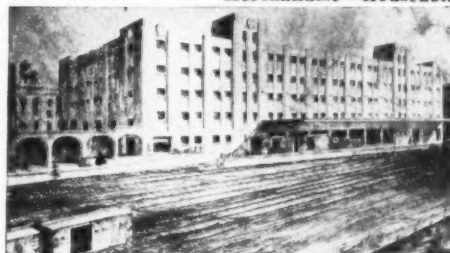
LITTLE ROCK, ARK.

**Commercial Warehouse Co.**

801-7 East Markham Street

A Complete Branch House Service
Fireproof Sprinklered - - Low Insurance
Private Railroad Siding - - Quick Service

LITTLE ROCK, ARK.

Arkansas' Largest Warehouse
Merchandise—Household StorageAbsolutely
Fireproof
Low
Insurance
Rates
Pool Car
Distribution
Compartment
for household
Goods**TERMINAL WAREHOUSE CO.**
LITTLE ROCK ARKANSASMember American Warehousemen's Association
American Chain of Warehouses.

Agent for Allied Van Lines, Inc.



LONG BEACH, CAL.

STORAGE-TRUCKING
DISTRIBUTION
FREIGHT-MACHINERY
TRUCK CRANES
RIGGING

457 GOLDEN AVE. - P.O. BOX 237

LOS ANGELES, CAL.

The newest and most modern storage building in the West.

Our central location and unexcelled facilities make us the logical warehouse for distributing Household Goods for Los Angeles, Hollywood, Beverly Hills, West Los Angeles, and Westwood Hills.

"Our policies are reciprocity and prompt remittances."

"The Most Beautiful Depository in the World"

AMERICAN STORAGE CO.

3634 BEVERLY BOULEVARD



LOS ANGELES, CAL.

The CALIFORNIA WAREHOUSE

1248 WHOLESALE ST.

LOS ANGELES

Merchandise Exclusively

LOS ANGELES, CAL.

MERCHANDISE - DISTRIBUTION - STORAGEFireproof Building, Nearest Main Retail and Center of Wholesale District.
Executive Control of Each Account**GOLYEAR'S**
VAN & STORAGE CO.
415 So. San Pedro Street

LOS ANGELES, CAL.

AN "ASSOCIATED WAREHOUSE"

DAVIES WAREHOUSE COMPANY

GENERAL OFFICES: 164 SOUTH CENTRAL AVE.

First merchandise warehouse in Los Angeles—and STILL the FIRST . . . Established 1893 . . . MORE THAN ORDINARY SERVICE . . . We invite inquiries relative to your warehouse problems.

MEMBERS: A.W.A. SINCE 1898 - - C.W.A. - - L.A.W.A.

LOS ANGELES, CAL.

Completely Equipped

Merchandise

LOS ANGELES WAREHOUSE CO.

316 Commercial Street

Household Goods

LOS ANGELES, CAL.

1950 S. Vermont Avenue, Los Angeles

LYON

VAN STORAGE

SERVES CALIFORNIA

San Francisco
Oakland
Tulsa
Los Angeles
Hollywood
Glendale
Pasadena
Long Beach
San Diego

Let
Lyon
Guard your
Goods

member
N.W.A.C.V.S.A.

LOS ANGELES, CAL.

METROPOLITAN WAREHOUSE CO.

Merchandise Warehousing and Distribution

Reinforced Concrete Sprinklered Building
Centrally Located in Metropolitan Area
Fire Insurance Rate 11.7 Cents

1340-1356 EAST SIXTH STREET
LOS ANGELES

1305 First National Bank Bldg.
CHICAGO

Contact representative in your community
of the A.T. & S.F. Ry.

MEMBER
CalWA LAWA

Offices for Rent
Telephone and Secretarial Service
Sub Basement for Cool, Dry Storage

LOS ANGELES, CAL.

Overland Terminal Warehouse

Served by **1807 East Olympic Blvd.**

General Merchandise Storage

U. S. Customs Bonded Warehouse No. 11
Cool Room Accommodations

For Complete Information Write Us Direct
or Handle with Our Associates

CROOKS TERMINAL WAREHOUSE, INC.

CHICAGO NEW YORK KANSAS CITY
433 W. Harrison St. 271 Madison Ave. 1104 Union Ave.

Or Nearest General Agency Union Pacific Railroad

LOS ANGELES, CAL.

Specializing in

STORAGE & DISTRIBUTION

of Food Products

WE OFFER SHIPPERS COMPLETE SERVICE IN STORAGE AND DISTRIBUTION, PLUS THE ADDED CONVENIENCE OF AUXILIARY SERVICES:

DRAYAGE FUMIGATION OFFICES
FINANCIAL ASSISTANCE SECRETARIAL SERVICE

An Efficient Organization to Administer Your
Local Distribution

MEMBERS: C.W.A.—L.A.W.A.

Pacific Commercial Warehouse, Inc.

923 East Third Street Los Angeles

Represented by
NATIONAL WAREHOUSING SERVICE, FRANK J. TULLY
519 West Roosevelt Rd., 251 West 57th St.,
Chicago New York

LOS ANGELES, CAL.

1817-1855 INDUSTRIAL STREET

Star Truck & Warehouse Co.

COMPLETE FACILITIES EFFICIENT SERVICE
Storage Distribution Drayage

Represented by Distribution Service

340,000 Square Feet 56 Motor Trucks
New York Chicago San Francisco

LOS ANGELES, CAL.

W. E. TEAGUE, Pres.
B. F. JOHNSTON, Gen. Mgr.

UNION TERMINAL WAREHOUSE

General offices, 737 Terminal St.

Free and U. S. Customs bonded storage. The largest, most complete and efficient Warehouse and Distribution Service in the West. Insurance Rate as low as 11.5 cents per \$100 per year. Daily motor truck service to all parts of the city and Los Angeles Harbor.

LOS ANGELES, CAL.

Member A.W.A., C.W.A., L.A.W.A.

ONLY WESTLAND WAREHOUSES

Offer You Neutral Switching To All Railroads in Pacific Southwest

Exclusive Los Angeles Junction Railway Service.

Located in Central Manufacturing District.

Low Insurance Rates.

Minimum Storage and Distribution Costs.

Write For Booklet

WESTLAND WAREHOUSES, INC.
4814 Loma Vista Ave. Los Angeles

San Francisco Warehouse Wage Agreement

The mediation that has been going on for a year between the Association of San Francisco Distributors and the Warehousemen's Union has finally come to a decision, handed down by Mediator Paul Smith, with a wage award that will cost the warehouse industry \$300,000 on the effective date, plus increased wages thenceforth, vacations with pay, and lower hours in many instances. The award sets a minimum basic wage for freight handlers of 75 cents an hour—an increase of from 5 cents to 12 cents, depending on the industry—with proportionate increases in other classifications. In industries where warehousemen were working 42 hrs., the maximum has been changed to 40 hrs. weekly, with time and a half for overtime. After 1 yr. men will receive vacation of 1 week with pay, after 2 yrs., 2 weeks with pay. The only change, so far as public warehousing is concerned, was the award of vacations with pay. Warehouses had been paying the minimum wage and observing the 40-hr. week. All pay increases were retroactive to Dec. 17, 1933—a cost of some \$180,000 to warehouse operators. This, with pay increases, made up a wage increase award amounting to \$300,000.

Spokesmen for the industry, however, are pleased that the issue is at last settled and that they may look forward to peaceful operations during the coming year.—Gidlow.

Warehouses Filled to Capacity at San Francisco

Fifty-three days of shipping inactivity on the San Francisco waterfront resulted in stuffed warehouses and though the strike of ship clerks which resulted in paralysis of shipping during the last month and a half (Concluded on page 41)

SACRAMENTO, CAL.



W. E. HIBBITT, Owner
LAWRENCE
 Warehouse & Distributing Co.
STORAGE

MERCHANDISE—HOUSEHOLD GOODS
 POOL CAR DISTRIBUTING—DRAYAGE

Your Detail Handled as You Want It

11TH & R-STY.

P.O. BX. 1194

SACRAMENTO, CAL.

ARTHUR E. TRAVIS, Owner

WESTERN VAN & STORAGE CO.
 1808-22nd St. Sacramento, Cal.

Merchandise and household goods Warehouse

Specializing in General Merchandise, Hops and Flour.
 Private Siding on S.P.R.R.—10-Car Capacity. Distribu-
 tion of Merchandise and Household Goods Pool Cars.

SAN DIEGO, CAL.

3720 El Cajon Blvd.

ACE

VAN AND STORAGE CO.

Across the Street

Across the State

WAREHOUSES

SAN DIEGO.

LONG BEACH.

SAN FRANCISCO, CALIF.



GIBRALTAR WAREHOUSES
 201 CALIFORNIA ST.

OPERATED IN CONJUNCTION WITH

OVERLAND FREIGHT TRANSFER CO.
 AND
TILDEN SALES BUILDING

SAN FRANCISCO, CALIF.

HASLETT WAREHOUSE COMPANY

280 Battery Street, San Francisco

Largest and most complete storage and trucking
 service on the Pacific Coast.

Operating in San Francisco, Oakland,
 Stockton and Sacramento.

S. M. HASLETT - President

Member: American Warehousemen's Assn.
 American Chain of Warehouses, Inc.

SAN FRANCISCO, CAL.

Member:
 American Warehousemen's Association
 Distribution Service, Inc.

**Complete
 Warehousing
 SERVICE**



General Merchandise
 United States Customs
 and
 Internal Revenue Bonded Storage.
 Draying and Pool Car Distribution.
 Office Accommodations
 and
 Telephone Service.

SAN FRANCISCO WAREHOUSE COMPANY

625 Third Street

Sutter 3461

DENVER, COL.

**North Denver Transfer
 and Storage Company**

Modern Merchandise Warehouses

A dependable agency for the distribution of
 merchandise and manufactured products.

Storage
 Forwarding

Cartage
 Distributing

Centrally Located

Free Switching

Office: 2016 Blake Street, DENVER, COLORADO

Represented by

NEW YORK ALLIED DISTRIBUTION INC.

CHICAGO

11 WEST 42ND ST. PENN. 6-0968

1525 NEWBERRY AVE., MON. 5531



DENVER, COL.

We offer a complete service—Merchandise and
 Household Goods Storage, Pool Car Distribution,
 Moving, Packing and Forwarding.

We also operate the Weicker Transportation Co., a
 statewide daily motor freight service under regulation of
 the Public Utilities Commission.

Connections with Interstate Truck Lines to
 Principal Cities.

Burglar Proof Silver Vaults, Cedar Lined Rug
 Vault, Fumigating Vault, Private Lockers

The WEICKER TRANSFER & STORAGE CO.

1700 Fifteenth Street

DENVER

COLORADO

Member of N. F. W. A.—A. C. W.—A. W. A.

PUERLO, COLO.



**BURCH WAREHOUSE AND
 TRANSFER CO. INC.**

General Office and Warehouse

200 SO. SANTA FE AVENUE

Modern Sprinklered Fireproof Building

Freight Forwarding and Distribution

Household and Merchandise Storage

PACKING AND SHIPPING

Member of May. W. A.—A. W. A.—Colo. W. A.

BRIDGEPORT, CONN.

U. S. Customs Bonded

The Bridgeport Storage Warehouse Co.

General Offices 10 Whiting St.

FIREPROOF STORAGE WAREHOUSE

General Merchandise Storage and

Distribution

Total Storage Area 60,000 Sq. Ft.

Household Goods, Moving, Packing and

Shipping

N. Y., N. H. and H. R.R. Siding

BRIDGEPORT, CONN.

E. G. Munney, Pres. J. G. Hyland, V.-Pres.

**HARTFORD DESPATCH
 and WAREHOUSE CO., Inc.**

1337 SEAVIEW AVENUE, BRIDGEPORT, CONN.

U. S. Bonded Warehouses . . . Pool Car Distribution . . . Household and

Merchandise facilities . . . Private Siding . . . Our fleet covers Connecticut

and Massachusetts daily. Warehouses at Hartford, Conn., and Spring-

field, Mass.

Members: NFWA—AWA—ACW—AYL Agents

**TRAFFIC
 MANAGERS SAY**

"I would like to state also, that your D and W
 magazine has been very instrumental in our orga-
 nization here, and a great many of its ideas have
 been used when some of your articles were used at
 our meetings. Keep on pushing the cause and if there
 is any way we of the Missouri Society of Industrial Traffic
 Managers can influence other Traffic Managers in the
 Country through the medium of your publication, do not
 hesitate to let us know."

**ATTENTION
 SHIPPERS**

This is the forty-third con-
 secutive issue in which new
 warehouse advertisers have ap-
 peared in **DW**—Don't depend on the
 Annual Shippers' Directory issue alone.

HARTFORD, CONN.

E. L. Mooney, Pres. J. G. Hyland, V.-Pres.

HARTFORD DESPATCH
and WAREHOUSE CO., Inc.

352 ASYLUM STREET, HARTFORD, CONN.
 U. S. Bonded Warehouses. Pool Car Distribution. Household and
 Merchandise facilities. Private Siding. Our fleet covers Connecticut
 and Massachusetts daily. Warehouses at Bridgeport, Conn., and Spring-
 field, Mass.
 Members: NFWA—AWA—ACW—AVL Agents

HARTFORD, CONN.

Established 1902

**SILLENCE**
Warehouse Co., Inc.

HOUSEHOLD GOODS EXCLUSIVELY

Fireproof Warehouses

MWA CWA CMTA C of C

NEW HAVEN, CONN.

M. E. Kiely, Mgr.

**DAVIS STORAGE COMPANY**

335 East St., New Haven, Conn.

Modern Fireproof Merchandise and
Household Goods Warehouse

Private seven-car Siding, adjacent to Steamship and R. R.
 Terminals. Pool and stop over cars distributed.
 Merchandise—New Furniture—Household Goods Storage—
 Packing—Crating—Shipping.
 Motor Truck Service to all towns in Connecticut.
 Low Insurance Rate. Prompt, Efficient Service.

NEW HAVEN, CONN.

STORAGE and DISTRIBUTION

Established 1850

Merchandise, automobiles, fur-
 niture—23 buildings—ADT su-
 pervised watchman service—
 Low insurance rates—15 car
 siding—Central location—Daily
 truck delivery service covering
 Connecticut and southern Mas-
 sachusetts—Bonded
 with U.S. Customs.

**THE SMEDLEY CO.**

165 Brewery St., New Haven, Conn.

Members: AWA, NFWA, CWA, MTA of
 C. New Haven Chamber of Commerce,
 Hauling member Allied Van Lines, Inc.

TORRINGTON, CONN.

Established 1860

**THE E. J. KELLEY CO.**

STORAGE WAREHOUSES

One of New England's Largest Trans-
portation Companies

Household Goods Packed, Stored, Shipped.

Merchandise Storage and Distribution.

Pool Cars Distributed in All Parts of Connecticut.

WASHINGTON, D. C.

J. P. Rogers, Pres.

CALVERT & ROGERS, INC.

705 Columbia Pike—Arlington, Va.

Serving The Nation's Capital
 General Mdse. & HHG Storage—Pool Car Distribution
 Office Space for Agents & Brokers
 Motor Freight Terminal

WASHINGTON, D. C.

Telephone ADams 5600

**FEDERAL STORAGE**
COMPANY

1701 FLORIDA AVENUE

E. K. MORRIS, President

(See Page Advertisement Directory Issue)

Member—NFWA, AVL, WWA, CS&TA, DCTA

WASHINGTON, D. C.

Maurice Kressin, Mgr.

Manhattan Storage & Transfer Co.

639 New York Ave., N.W., Washington, D. C.

Household Goods storage, packing, shipping. Pool Car Dis-
tribution Merchandise.

Lift vans local delivery.

Member Ind. Movers & Warehousemen's Assoc.

WASHINGTON, D. C.

SHIPMENTS DELIVERED AT CURRENT
RATES IN WASHINGTON AND VICINITY**Security Storage Company**

OF WASHINGTON

Capital, Surplus and Reserves over \$1,200,000

Security (steel) lift vans for overseas shipments. Door to door rates quoted, both
to and from Europe and South America. All risk insurance if desired.

Members, NFWA, AVL Canadian, British, French & German Assn.

1140 Fifteenth Street, Washington

31 Place du Marche St. Honoré, Paris

WASHINGTON, D. C.

Fireproof Storage Warehouses

**SMITH'S**
TRANSFER &
STORAGE CO., INC.

1313 You St. N.W.

Washington, D. C.

A.T.A.—D.C.T.A.—Board of Trade, Washington, D.C.

WASHINGTON, D. C.

GENERAL MERCHANDISE
STORAGEPool Car Distribution—
City Delivery ServiceDirect Switching Connections into Warehouse
Pennsylvania Railroad**TERMINAL REFRIGERATING &**
WAREHOUSING CORPORATION

4th and D Streets, Southwest

Member of A. C. W.

WASHINGTON, D. C.

W. E. EDGAR, Supt.

THE TERMINAL STORAGE COMPANY
OF WASHINGTON

First, K and L Streets, N. E.

Large buildings of modern construction, total floor area 204,000 square
feet, of which 109,000 square feet is of fireproof construction.

Storage of general merchandise

CONSIGN SHIPMENTS VIA B. & O. R. R.

Heated rooms for protection against freezing.

Member of American Warehousemen's Association

WASHINGTON, D. C.

Established 1901

**UNITED ★ STATES**
STORAGE COMPANY

418 10th Street, N. W.

We Reciprocate Shipments

(See Advertisement in Directory issue, page 86)

Member of N.F.W.A.—W.W.A.

TRAFFIC
MANAGERS SAY

"Please be assured that not only the writer,
 but a number of other Traffic Men in our city
 and surrounding territory have recognized the
 value of your accomplishments, and we trust that
 you feel sufficiently encouraged to continue your
 good work."

San Francisco Warehouses

(Concluded from page 38)

of 1939 was settled as the year turned, public warehouses are still operating at capacity.

Warehouse operators are loath to admit that they benefited from the tie-up, since their moral support went to the ship owners in their battle with labor, but the fact remains that during the strike—(labor called it a shipowners' boycott of San Francisco Harbor)—practically every warehouse on the waterfront was close to 100 per cent full. Canned goods and other commodities produced locally, normally destined for inter-coastal trade and to some extent for foreign export, unable to be moved over the waterfront because no ships were calling during the stalemate between labor and owners, were stored in the warehouses and to a great extent are still there. Since resumption of shipping early in January, the entire waterfront has been working to capacity and warehouses have the problem of taking care of the piled up incoming goods, while still gorged with merchandise normally destined outward. Sugar was one of the commodities on which there was—and is—heavy storage. Canned goods come next. In the country warehouses, there are considerable stocks of hops, but this is not due to the strike.

The waterfront went back to work when the Water-front Employers' Association and the Ship Clerks Association signed an agreement which gave no real victory to either side, but proposed a 7-point peace proposal which called for negotiations on a new contract for a period of 10 days, with possibility of extension of that period upon mutual consent. All details not settled during these negotiations would be submitted to arbitration. The clerks agreed to eliminate from consideration and arbitration the questions that caused the trouble: registration with hiring hall of all clerks, and preferential hiring of monthly clerks. In other words, the clerks did not win what they struck for, but neither have they lost anything—except wages for 53 days. Estimates set the loss to San Francisco due to the strike as \$200,000 a day in lost wages, ship stores and additional freight charges from San Francisco to San Pedro Harbor—or something like \$10,000,000 for the entire period.

The union charged that this loss was unnecessary and that ship owners boycotted the port of San Francisco, since many docks were open. Twenty-seven smaller companies were not involved in the strike and their dock facilities were available. The Port of Oakland was also open, but no ships called there.—*Gidlow.*

New California Freight Forwarding Service

National Fast Freight Inc., a recently incorporated California subsidiary of National Carloadings Corp., has made application for permission to conduct a freight forwarding service for California intrastate transportation. Mitchell B. Howe, Pacific Coast manager of National Carloading, states that the purpose of the new company is to extend the same combination truck-and-rail facilities which the company now offers on L.c.l. shipments from the East to California points.—*Burns.*

200,000 Carloads of Citrus Fruits in 1939

Ninety million boxes of citrus fruits grown in the United States were consumed as fresh fruits during the past year, according to figures of a nation-wide survey compiled by Paul S. Armstrong, general manager of The California Fruit Growers' Exchange. This total was over 8,000,000 boxes greater than the previous record figure made in 1938.

Armstrong's report estimates that national citrus shipments during the past year totaled 200,000 car-

JACKSONVILLE, FLA.

FLORIDA'S LARGEST WAREHOUSE

UNION TERMINAL WAREHOUSE COMPANY
East Union and Ionia Streets

Merchandise Storage—Custom Bonded—Pool Car Distribution
Reconsigning—Trucking Service—Trackage 52 Cars
Reinforced Concrete—Sprinkler System—A.D.T. Service
Insurance Rate 12 Cents
Rental Compartments—Sub-Postoffice, Western Union Tel.
Members A.W.A.—A.C.-of-W.—J.W.A.

MIAMI, FLA.

RYDER TRUCKING CO., INC.

Two Fireproof Storage Warehouses

OFFICES 26 N.E. SEVENTH ST.

General Merchandise Storage-Distribution. Low Insurance Rate. Sprinklered Concrete Building. 4 Consolidated Deliveries Daily—4 Car Sliding—Florida East Coast R. R.

TAMPA, FLA.



"Your Tampa Branch House"
CALDWELL
BONDED
WAREHOUSES

MERCHANDISE—HOUSEHOLD GOODS
Members: American Chain of Warehouses
American Warehousemen's Assn.

TAMPA, FLA.

LEE
TERMINAL

1139 Ellamae Ave.
TAMPA

Merchandise Storage
Pool Car Distribution
Commercial Cartage
Water & Rail connections
Low Insurance Rate
Household Goods Storage
Moving—Packing—Shipping
Agents Allied Van Lines
National Movers
Members: AWA—NFWA

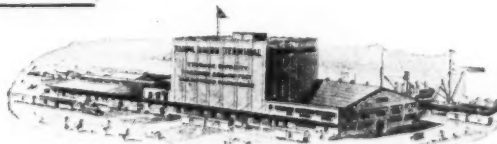
TAMPA, FLA.

TAMPA COLD STORAGE & WAREHOUSE
CORPORATION

Loans on Stored Commodities. Sales Representation. Privately Bonded.
Pool Cars Handled.
Located in heart of Tampa. General merchandise—Cooler and sharp freezer cold storage. Efficient distribution over entire state. Field Warehousing.

380,000 Sq. Ft. of Space
NEW YORK: ALLIED DISTRIBUTION INC. CHICAGO
11 WEST 42ND ST. DENN. 6-0060 1525 NEWBERRY AVE. MON3528

TAMPA, FLA.

TAMPA UNION TERMINAL, INC.
TAMPA, FLORIDA

Offering storage and distribution in the South's largest and most modern combined General and Cold Storage Warehouse. Building of Reinforced concrete with sprinkler system, low insurance rates. Private railroad sidings served by SAL and ACL. Private Docks. Special attention given Pool Car Distribution. Internal Revenue and U. S. Customs Bonded Warehouse with storekeeper retained permanently.

"Let Us Solve Your Distribution Problems"
Member American Warehousemen's Association

TAMPA, FLA.

WILLIAM J. EVE, Manager

WAREHOUSE, INC.

BONDED

CARLOAD AND COMMERCIAL STORAGE
POOLED CAR DISTRIBUTION
Morgan and Water Streets, Tampa, Florida

GEORGIA

SHIPPERS' SERVICE SECTION

D and W, February, 1930

ATLANTA, GA.

AMERICAN BONDED WAREHOUSE SOUTHEASTERN BONDED WAREHOUSES

"Better Warehouse Service"

651-653 Humphries St., S. W.—Sou. R. R.

Merchandise Warehousing Pool Car Distribution
Sprinklered A.D.T. Burglar Protection A.W. Am.



ATLANTA, GA.

FRED E. STEVENS, Owner and Manager

ATLANTA SERVICE WAREHOUSE

"Service" Is Our Middle Name

376 Nelson St., S. W. Cor. of Mangum

FIREPROOF WAREHOUSE WITH SOUTHERN RAILROAD SIDING.
LOW INSURANCE RATE.

Branch office space for rent.

Merchandise Warehousing Member of A.W.A. Pool Car Distribution

ATLANTA, GA.

SAVANNAH, GA.

BENTON RAPID EXPRESS

The Fastest Freight Service Between Atlanta and Savannah and Intermediate Points

CUSTOMS BONDED AND INSURED

Ask us to quote on all kinds of shipments received from and delivered to Steamship Lines—Serving the Port of Savannah

Principal Office
410 W. Jones St., Savannah

Atlanta Office
436 Whitehall St. S. W.

ATLANTA, GA.

BONDED SERVICE WAREHOUSE

COR. SPRING & PACKARD STS., S.W.

MERCHANDISE STORAGE

POOL CAR DISTRIBUTION

MODERN FIRE PROOF BUILDINGS

C. OF GA. RY. SIDING

ATLANTA, GA.

H. W. Gullatt, Pres.

M & M WAREHOUSE CO.

29 HAYNES ST. N.W.

General Storage—Pool Car Distribution
Concrete Sprinklered Warehouse

Call on us for any usual or unusual service in connection with your warehousing or distribution problems. We can help you.

Consign via any RR.—Private Siding A.B.&C. Ry.

Represented by American Chain of Warehouses

ATLANTA, GA.

"Atlanta's Largest"

MONROE BONDED WAREHOUSES

Invested Capital \$325,000

Lowest Warehouse Insurance Rate in Atlanta

MERCHANDISE—COLD STORAGE—TRUCKING

Private Railroad Sidings—Concrete Warehouses

A.D.T. Service

Member: A.W.A.

ATLANTA, GA.

SECURITY WAREHOUSE COMPANY

113-129 COURTLAND ST. S. E.

Commercial Warehousing at its Best

ESTABLISHED 1917

MEMBER A. W. A.

SAVANNAH, GA.

Savannah's only bonded warehouse
SAVANNAH BONDED WAREHOUSE & TRANSFER COMPANY,

BAY STREET EXTENSION & CANAL,
Post Office Box 1187

General Storage—Distribution—Reconsigning

Custom House Brokers—Custom Bonded

Regular steamship service from principal

Eastern, Western & Gulf ports—track connections

with all rail and steamship lines.

R. S. Young, President.

F. J. Robinson, Vice-President.

Members—A.W.A.—A.C.W.



HONOLULU, HAWAII

WHEN SHIPPING GOODS TO HONOLULU

Consign to us and the same will be given our best attention. Modern Concrete Warehouses. Collections promptly remitted.

Correspondence Solicited

CITY TRANSFER COMPANY

Cable Address: LOVERINO, HONOLULU

BOISE, IDAHO

Selling Services Arranged

BOISE COLD STORAGE COMPANY

Merchandise Warehousing & Forwarding

Negotiable Warehouse Receipts Issued

Pool Car Distributors

304 S. 16th St.

P. O. Box 1656

On U.P.R.R.

loads, or some 19,000 carloads in excess of the 1938 shipments.

Shipments from California and Arizona amounted to 84,586 carloads of packed fruit, consisting of 62,660 cars of oranges, 18,375 of lemons and 3,551 of grapefruit. Approximately three-fourth of these shipments were handled through the sales organization and distribution facilities of the California Fruit Growers' Exchange.

Latest California-Arizona Orange-Grapefruit Agency estimates indicate that the California-Arizona navel orange crop for the season ending in May will be approximately 11 per cent less than last year's production. The valencia orange crop is expected to be about the same, if normal growing conditions continue.—Herr.

New Service Inaugurated By Oakland Warehouse

The Haslett Warehouse Co., Oakland, Cal., offers East Bay shippers a new fast service in connection with Highway Transport, Inc. Hyland Hinmann, Oakland manager for Haslett, says the new service will expedite shipments to peninsula points, San Jose, Santa Cruz, Morgan Hill, Hollister, Salinas, Monterey, Pacific Grove, Soledad and intermediate points. A similar service was recently inaugurated in the Marin-Redwood area in connection with the Sausalito-Mill Valley & San Francisco Express and the Petaluma & Santa Rosa Express. The Haslett Co. also acts as pickup and delivery for The River Lines, Napa Transportation Co., Clark Brothers, Pacific Intermountain Express, and Los Angeles-Seattle Motor Express. The new service provides effective transportation to carriers, and offers shippers an increased number of points reached.—Burns.

Peasley Sells Transfer Firm, Boise

Peasley Transfer & Storage Co., Boise, Idaho, has been sold recently to Mowbray Davidson, wholesale grocery executive. Included in the sale are the firm name, vans and other equipment, all operating in Idaho and other states, and all business of the company. Edwin H. Peasley, founder and president of the company, will retire from active interest. The Peasley Co. was founded in 1890.

Carolina Warehousemen's Club Organized

The Carolina Warehousemen's Club was organized Jan. 16 at the Hotel Charlotte, Charlotte, N. C. The membership is expected to include all warehousemen (Concluded on page 45)

CHICAGO, ILL.



**DOWNTOWN
WAREHOUSE**
Most Centrally Located
2 Blocks from New Union Station
**CANAL &
HARRISON STS.**
Tunnel and Trap Car
Service

CROOKS TERMINAL WAREHOUSES

CHICAGO

NEW YORK OFFICE: 271 MADISON AVENUE

KANSAS CITY

SOUTH SIDE WAREHOUSES

5801-5967 West 65th St.

Capacity 1200 Carloads

Insurance Rates as Low as 12c.



SOUTHSIDE RESHIPPING WAREHOUSES
CHICAGO

CHICAGO'S MOST MODERN
WAREHOUSES

Also operate three modern warehouses in Kansas City and the
Overland Terminal Warehouse Company at Los Angeles, California

LIBERAL LOANS MADE ON STAPLE COMMODITIES

CHICAGO, ILL.

Combine your Chicago Office and your Warehouse

at **ANCHOR**. The best

location in Chicago—across the street from Tribune Tower and
only three minutes from the loop.

You will find here every facility for the efficient storage and dis-
tribution of your merchandise.

Re-shipping facilities second to none—direct tunnel connection
with all railroads eliminating cartage. Private switch on C&NW
Railway—delivery platform inside the building—private dock on
Chicago River outside all bridges—lighterage connection with
rail lines eliminating switching delays.

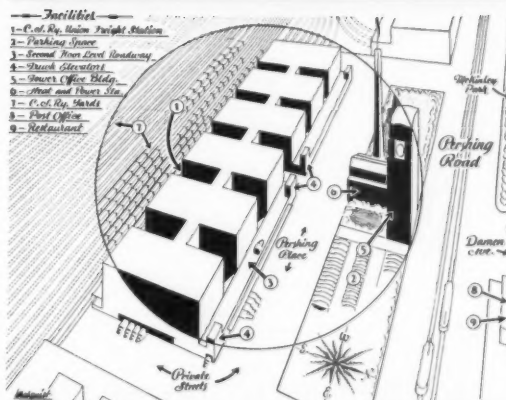
ANCHOR STORAGE CO., 219-229 East North Water Street

CHICAGO

Represented by
DISTRIBUTION SERVICE, INC.

CHICAGO, ILL.

CHICAGO'S BEST LOCATED WAREHOUSES



CENTRAL STORAGE & FORWARDING COMPANY

2001 West Pershing Road . . . CHICAGO
Telephone . . . LAFayette 5628

CHICAGO, ILL.

CHICAGO'S LOOP WAREHOUSE

C & A TERMINAL CO.

358 W. HARRISON ST.

Modern concrete building. 30 car track served by Alton-B. & O. R.R.
Tunnel connection all railroads for L.C.L. shipments. Next door Parcel
Post Bldg. for economical and speedy handling of Parcel Post shipments

TRAFFIC
MANAGERS SAY

"My personal thoughts are that you
are doing for the profession what Lin-
coln did for the colored people; what our
ancestors, Washington, Franklin, et al.,
did for the nation; what the Magna Charta
did for the English people."

CHICAGO, ILL.

CURRIER-LEE WAREHOUSES, Inc.

427-473 W. ERIE ST.

Complete Facilities for Merchandise
Storage and Distribution

CHICAGO, ILL.

Member A. W. A.

Griswold-Walker-Bateman Co.

1525 NEWBERRY AVE.

CHICAGO

- Modern Buildings.
- Low contents insurance.
- Reshipping, city deliveries
- Vacuum fumigation of food stuffs, tobacco, etc.
- Cooling Rooms
- Direct track connections with C&NW, B&O, Soo Line, PM, CGW, and B&OCT Railroads.
- Write for your copy of "The Way to Distribution."

Represented by  **ALLIED DISTRIBUTION INC.**
NEW YORK CHICAGO
11 WEST 42ND ST. PENN. 6-0968 1525 NEWBERRY AVE., MON. 5531

CHICAGO, ILL.

Member: N.F.W.A.
Allied Van Lines

Serving Chicago & Suburbs For
Over 35 Years.

Consign Your Shipments To
JOYCE BROS. STGE. & VAN CO.
Main Office 6428 N. Clark Street
Rogers Park 0033



CHICAGO, ILL.

LAKESIDE TERMINAL WAREHOUSE CO.

455 E. South Water St.

Chicago, Ill.

Pool Cars Solicited

COMPLETE FACILITIES FOR MERCHANDISE
DISTRIBUTING WAREHOUSING FORWARDING

CHICAGO, ILL.

MIDLAND

A COMPLETE WAREHOUSE ORGANIZATION FULLY EQUIPPED
TO HANDLE MERCHANDISE RAPIDLY AND ECONOMICALLY

with convenient locations for local trade and excellent transportation facilities for national distribution. Chicago Junction In and Out-bound Union Freight Station—direct connections with thirty-eight railroads. Receiving Stations for Railroads, Express, Freight Forwarding, Electric and Boat Lines on premises.

Inquiries Invited on Storage, Office and Rental Requirements

MIDLAND WAREHOUSES, INC.

1500 SOUTH WESTERN AVENUE, CHICAGO, ILLINOIS

TRAFFIC
MANAGERS SAY

"D and W is due the most gracious thanks and appreciation from Traffic Men everywhere, for carrying on this professionalization program. It would be wonderful to know that every Traffic Man throughout the country has read all of these writings."

CHICAGO, ILL.

Chicago's Largest and Best Located Warehouse

NORTH PIER TERMINAL

589 East Illinois St. Tel. Sup. 5606 Chicago, Ill.

SPACE LEASED for offices, storage and light manufacturing. STORAGE on a unit basis for spot stocks. Pool Car Distribution. STORAGE in transit. CUSTOMS and INTERNAL REVENUE BONDED SPACE. 1,500,000 sq. ft. in sprinklered buildings. Low insurance. C&NW Railway Siding. Capacity 150 cars. Direct TUNNEL connections with all railroads, eliminating cartage. 2500 ft. Dockage. STEVEDORING.

New York Office 25 Beaver Street Tel. Han. 2-1172

CHICAGO, ILL.

RAILWAY TERMINAL & WAREHOUSE CO.

444 WEST GRAND AVENUE, CHICAGO, ILLINOIS

Ontario Warehouse Co., 425 West Ontario Street

Two Warehouses close to the Loop. Direct railroad connections.
U. S. Customs Bonded. Low insurance rates.

CHICAGO, ILL.

John F. Seng
President

WABash 6852

John J. Egan
Vice-President**SENG WATERWAY WAREHOUSE**

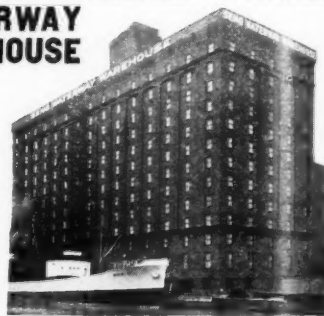
One Half Million Sq. Ft.
of Modern Warehouse
Space.

Warehousing-Brokers Offices.
U. S. Customs Bonded Stores.

Shipments received and dispatched by water - rail or truck. Private track of Pennsylvania R. R. direct into Warehouse. In the heart of downtown Chicago.

310 West Polk St.

One block from Main U. S. Post Office



CHICAGO, ILL.

Soo Terminal Warehouses

519 W. Roosevelt Road

Merchandise Storage—Pool Car Distribution

COOL TEMPERATURES—CANDY STORED ALL YEAR

Ground Floor Warehouse Space with or without

Offices. Trackage—Free Switching—Fireproof

"THE
ECONOMICAL
WAY"

Represented by
National Warehousing Service

CHICAGO, ILL.

For Distribution in CHICAGO Use

SYKES SERVICE

Fully sprinklered warehouse building for merchandise

storage exclusively.
Centrally located—only 12 minutes from the loop.
Complete warehouse service with personal supervision.
Pool Car Distribution

SYKES TERMINAL WAREHOUSE
929 West 19th Street Chicago, Ill.

CHICAGO, ILL.

Merchandise Storage and Distributors

WAKEM & McLAUGHLIN, Inc.

Estd. 1886

MAIN OFFICE—225 E. ILLINOIS ST., CHICAGO

U. S. Internal Revenue Bonded Warehouse

U. S. Customs Bonded Warehouse

A.D.T. Service

ADVANCES MADE

Our ample financial resources enable you to negotiate loans right in our office.

Prompt Delivery and Best of Service.

CHICAGO, ILL.

**SAME DAY
DELIVERY SERVICE**

Is a habit with us—not a boast. Stock forwarding ordered even as late as one o'clock is shipped the same day on through destination cars, via any railroad from any of the downtown terminals. No cartage expense.

Located on the edge of Chicago's famous Loop and only one block from the mammoth new Post Office, Western Warehouse is in the heart of all business activity. Write for complete information.

WESTERN WAREHOUSING COMPANY

323 West Polk Street

Chicago, Ill.

Carolina Warehouse Group

(Concluded from page 42)

now engaged in the business in North and South Carolina.

The meeting was called originally by John L. Wilkinson, president of the Carolina Transfer & Storage Co., Inc., for the purpose of examining the increased costs of warehouse operation and the rate structure prevailing in the Carolinas, with a view of obtaining additional revenue for services given.

Mr. Wilkinson turned the meeting over to Theo. F. King, secretary-manager of the Arrow Transfer & Storage Co., Chattanooga, Tenn., one of the foremost rate experts in the warehouse industry. Mr. King showed the contrast between costs and income.

The officers of the club elected at the meeting are as follows: President, J. V. Davis of the Raleigh Bonded Warehouse, Inc., Raleigh, N. C.; secretary, W. M. Monteith of the Union Storage & Warehouse Co., Inc., Charlotte; and treasurer, R. O. Gaillard of the Carolina Bonded Storage Co., Columbia, S. C.

**Chicago Plans Campaign on
Latin-America Trade**

A comprehensive program for the cultivation of Latin-American markets is announced by C. M. Wynne, vice-president of foreign commerce of the Chicago Association of Commerce.

The first step in the program is an advertising campaign in American export journals with wide circulation throughout South America.

Copies of the advertisement will be distributed subsequently among Chicago exporters for inclosure with their Latin-American mail. It is estimated that 50,000 of the reprints will be used in this way.

Following the direct mail campaign the association will distribute 15,000 copies of a new directory of Chicago exporters to those business houses south of the Rio Grande which import merchandise from the United States.

Big Year on Great Lakes

Great Lakes bulk freighters in 1939 carried 114,229,856 tons of freight without the loss of a life or a vessel. Al. T. Wood, president of the Lake Carriers Assn., in his annual report released recently, said this was an increase of 39,112,104 tons over 1938's tonnage.

Iron ore carried was 45,072,724 tons; bituminous coal, 39,836,786; anthracite, 531,335; grain, 11,172,079 tons, and limestone 12,208,205.

Increasing domestic use of soy beans together with an unusual export demand brought Chicago lake ship-

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(SHUMATE TRANSFER)**

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Joliet, Illinois**

MERCHANDISE STORAGE AND DISTRIBUTION

Best distributing point in Middle West

Located on five Trunk Lines and Outer Belt
which connects with every road entering Chicago.No switching charges.
Chicago freight rates apply.

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OF SATISFACTION.**FEDERAL WAREHOUSE CO.**

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 - Private Siding
 - Motor Truck Terminal
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Down Town Location with RR tracks in building.

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PRIVATE SIDING—BIG FOUR—CONNECTING
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EXPENSE. TRUCK SERVICE.

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to meet your individual requirements.



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ments to 10,500,000 bu. compared with a previous high
in 1938 of 2,305,000 bushels.

Total grain shipments in bushels were 394,237,098,
the largest since 1928.

**Pool Shipping Plan
for Paper Mills**

The Kalamazoo Valley Paper Mills Shippers Assn. has formed a consolidating agency, the Car Cartage Co., operated by C. A. Remington, to operate a pool shipping arrangement expected to save its participating members thousands of dollars a year. Arnold J. Dunning, of the Kalamazoo Vegetable Parchment Co., chairman of the executive committee of the association, and one of the original promoters of the idea, said, "It requires 1,000,000 lbs. of shipment each month to meet the costs. Since we began in March, 1938, the mills have always met the cost and since April, 1939, they have gone over the top. The mills are now shipping enough to show substantial profits for the consolidator." Other members of the executive committee include Claude L. Fenstermaker, Sutherland Paper Co.; Floyd N. Woodworth, Hawthorne Paper Co.; Milton Ranger, Bryant Paper Co., and G. A. Pendleton, Eddy Paper Corp.

There are 22 paper mills and paper converters participating in the program, although it is open to all mills and converters in the area, including those at Detroit, Port Huron, Grand Rapids, Muskegon, Battle Creek, Watervliet, Plainwell, Vicksburg, Otsego, and Three Rivers. Schedules are being maintained on shipments within an area of 500 miles.

Officers of the association are headed by Harry C. Bradford, Rex Paper Co., as president; Mr. Fenstermaker, first vice-president; Frank B. Jessup, Allied Paper Mills, second vice-president; C. A. Braginton, Michigan Paper Co., secretary, and Mr. Woodworth, treasurer.—Kline.

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 Agent for
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 Private Siding—Free switch from any R.R. entering
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 Modern Cold Storage Locker Plant, 1000 Capacity
 Private Siding on Grand Trunk Western Railroad
 Pool Car Distribution, Trucking Service
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40 years' warehousing nationally known accounts
 gives you Guaranteed Service
 Daily reports of shipments and attention to
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Private R.R. Track Capacity 21 Cars connecting with all lines.
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Motor Trucks for Store Door Delivery. Our clients do the selling—We
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Merchandise & Household Goods Storage

—Fireproof Warehouses—

Lowest Insurance Rate. Pool Car Distribution.

Private Siding. Free Switching.

Free Rail or Truck Pick-up Service.

Member of A.W.A.—May. W.A.—Ia. W.A.



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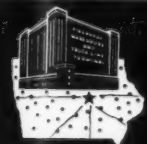
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"The writer has been reading D and W for years and as the magazine gets older it becomes more and more necessary to matters of transportation in our business. Your efforts toward placing Traffic Management in a profession and putting it in the sphere where it belongs are certainly commendable."

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A dependable agency for the distribution of merchandise and manufactured products.

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Complete warehousing facilities—Distribution—Weighing—Forwarding—Fumigating—Storage—Cartage—Field Warehousing—Office Space—Display Rooms—Sprinklered Risk.

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Complete Warehousing Service



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Last Frontier

(Concluded from page 12)

handled on a conveyor through many process operations.

When the paper is put in the warehouse at the mill, again at the point of distribution, and again at the printing plant, it is handled and re-handled. The stacking of roll paper used to be a dangerous and tedious operation. Today, with various types of materials handling equipment, such as the tiering machines shown in Fig. 8, it is possible for 1 or 2 men to safely handle and pile rolls of paper 5 and 6 high. On other operations, this same type of product is handled with overhead cranes, monorails, and many other pieces of mechanical equipment.

In the press room of any of our large daily newspapers, many types of materials handling equipment will be found speeding the news from the copy desk to the waiting trucks for delivery to dealers. In this illustration, Fig. 9, will be seen 3 different types of conveyors. To the right we see the live roller conveyor used for handling the press plates, from the molding machine to the presses. On the left, can be seen the bundling machines. The wires and rollers coming up through the floor and passing over to the bundling machines represent a special conveyor which handles the papers in a steady stream from the discharge point at the presses up through the floor vertically, across the floor horizontally, and down to the bundling machines. From the bundling machine can be seen a short section of gravity roller conveyor, which discharges the bundles of paper on to the belt conveyor, under the table, bringing them forward, where they are discharged down a chute, to the waiting trucks.

If conveyors were not used in this operation, the papers could not be gotten out as fast, 5 times the amount of space would be required for handling, dozens of men would be bumping into each other trying to handle these papers, which would only result in confusion, and the consumption of valuable time. In getting the news to you quickly, a lot depends upon the proper method of handling materials, through a multiplicity of operations.

Materials handling is something more than an operation in your business. It enters into your daily life, it helps keep down the cost of living, it speeds up delivery to you of very vital commodities. What are you going to do to help your customers, and to do your share in reducing your materials handling cost?

New Orleans Is Fifteenth

Port officials at New Orleans report that while less ocean-borne commerce moved through its port in 1939 compared with 1938, yet the fact remains that the city's ranking among ports of the United States, based strictly on the weight of cargo moved, improved from 18th place in 1937, to 15th place in 1938. These facts were made known by a report issued by the Maritime Commission. The Commission's figures show that in 1938 a total of 10,163,339 long tons (tons of 2,240 lbs.) of ocean-borne commerce moved through the Port of New Orleans, as compared with 11,777,099 long tons in 1937. Rankings of other ports show New York to be away in the lead, with Philadelphia 2nd, Duluth-Superior 3rd, San Francisco 4th, Los Angeles 6th, Toledo 7th, Boston 10th, Norfolk 11th, and Baltimore 12th.

Mobile Revenues Near Peak in 1939

Port activities at Mobile neared an all-time high during 1939 when the customs collections zoomed to \$878,480, greater than any other year in the history of the port with the exception of the banner year of 1929.

When the collections neared a new peak during the

SHREVEPORT, LA.

"In the Heart of the Wholesale District."

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700-712 COMMERCE ST. SHREVEPORT, LA.**Merchandise and Household Goods**

Pool Cars distributed. Motor fleet of 6 modern trucks. Branch office and showroom facilities. Agents of Forwarding, Carloading and Steamship companies. We can help you.

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Established 1875 Incorporated 1918**General Storage and Distributing**

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Warehousing and Distribution of General Merchandise except goods detrimental to foodstuffs
Modern, fireproof construction
Sprinkler system protection

Insurance rate 16½¢

Free switching with all railroads
Storage in transit privilege on flour, canned goods, potatoes, paper and paper bags
Warehouse space for rent, office or desk room

PORTLAND, MAINE**NEW ENGLAND COLD STORAGE**
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Freezers for canned eggs, meats, butter.
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Rail and Water Facilities
Pool Car Distribution—Storage—Forwarding
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Sec'y and Mgr.**BALTIMORE STORAGE CO., INC.**
N. W. Cor. Charles and 26th Sts.

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Exclusive Agents Maryland and Vicinity for

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Vans Coast to Coast

Canada and Mexico

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—Unloading—Special Flat Bed Trucks for Lift Cases.
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Your Clients Efficiently Served All Collections Promptly Remitted

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Long distance moving to all points.

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Central Location—Personal Service

Pool Car Distribution

Sidings on N. Y., N. H. & H. R. R.

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D.W.

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STORING

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Successors to Fitz Warehouse & Distributing Co.

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Free and Bonded Space

Pool Car Service

Rail and Motor Truck Deliveries to All Points in New England

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Lechmere Square, East Cambridge, Mass.

FREE AND BONDED STORAGE

Direct Track Connection B. & M. R. R.

Lechmere Warehouse, East Cambridge, Mass.

Hoosac Stores, Hoosac Docks, Charlestown, Mass.

Warren Bridge Warehouse, Charlestown, Mass.

BOSTON, MASS.

J. L. KELSO, Pres.

W. A. KELSO, Vice-Pres.

A. WALTER LARKIN, Treas. & Mgr.

C. F. COWLEY, Asst. Treas.

J. L. KELSO COMPANY

Established 1894

General Merchandise Warehouses

UNION WHARF, BOSTON

Free and Bonded Storage

Connecting all railroads via

A. D. T. Service

Union Freight Railroad Co.

Motor Truck Service

Member of Mass. W. A.

calendar year just ended, they more than doubled the total collections of \$416,537 recorded during the year of 1938.

The 1939 figures just released by the office of Jos. H. Lyons, Collector of Customs, did not include the collections at the subports of Birmingham, Gulfport, Pascagoula and Biloxi.

Collector Lyons estimated that if collections at the subports were added to those at Mobile it would bring the total collections in the district to just a little below the \$1,000,000 mark.

The collector pointed out that when the district enjoyed its banner year 10 yrs. ago, the collections were then only a little above \$1,000,000. Lyons, upon issuing the annual figures remarked, "despite the war in Europe, which started in September, the collections for the last quarter of 1939 were higher than any other quarter during the year."

He explained that the collections represent mostly duties on merchandise landed at Mobile for consumption and do not include merchandise which came into Mobile and was shipped to interior ports in bond where duties were paid. For instance, he said, during the months of November and December, 30,000 cases of whiskey averaging 2½ gals. to the case, came into Mobile and were shipped to St. Louis, Chicago, Memphis, Kansas City and other ports in bond, and while the customers force at Mobile handled these importations just as if the duty was paid at Mobile, the duty amounted to approximately \$356,000 and was paid at the interior ports.

George L. Maier has been made general agent for the American Carloading Corp. in the Flint, Saginaw and Bay City areas, with headquarters in Flint, Mich. Jenkins.

BOSTON, MASS.

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Free and Bonded Storage . . . Union Freight Railroad
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Mystic Wharf, E. Street Stores
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NEW BEDFORD, MASS.
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NEWPORT, R. I.
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& H. R. R.
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Gen. Offices: Fall River, Mass.
Gen. Merchandise Storage
and Pool Car Distribution
Local and Long Distance Trucking

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Household Goods Storage—Packing—Shipping
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DIRECT R.R. SIDING B. & A. R.R. OR ANY R.R.

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and WAREHOUSE CO., Inc.**
214 BIRNIE AVENUE, SPRINGFIELD, MASS.
U. S. Bonded Warehouses . . . Pool Car Distribution . . . Household and
Merchandise facilities . . . Private Siding . . . Our fleet covers Connecticut
and Massachusetts daily. Warehouses at Bridgeport and Hartford, Conn.
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Offices: 385 LIBERTY ST.
HOUSEHOLD GOODS STORAGE, Packing,
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Fleet of Motor Trucks

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Located in the heart of the wholesale and jobbing
district, within a half-mile of all freight terminals.
Modern buildings, lowest insurance rate in city.

Michigan Terminal Warehouse
Wyoming and Brandt Avenues

Modern concrete buildings, fully sprinklered,
serving the west side of Detroit and the city of
Dearborn. Specializing in heavy and light package
merchandise and liquid commodities in bulk. Con-
nected directly with every railroad entering the city.

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Fort and Tenth Streets, Detroit, Mich.
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Located in the heart of Detroit's wholesale and jobbing dis-
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U. S. Int. Revenue and Customs bonded pool car distribution.
Motor Freight Terminal. Storage and office space for lease.
Represented by Distribution Service, Inc.

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Trucking Company**

"The Warehouse of Service"

**MERCHANDISE STORAGE—GENERAL TRUCKING
CAR LOAD DISTRIBUTION**



Private Siding on
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vania—Pere Marquette Railways
A.D.T. Aero Automatic Fire Alarm and
A.D.T. Burglary and Fire Protection
"Your Interests Are Always Ours"

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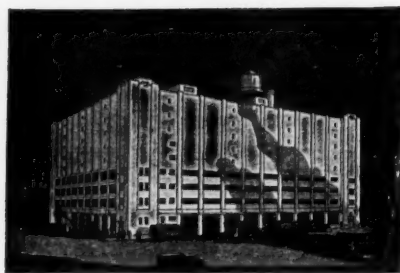
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Local, regional and storage-in-transit service, offering every facility known to modern distribution.

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Plant

Trunk Line
Terminal
Complete Service

Continent-wide Connections

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MOVING — PACKING — SHIPPING

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The only modern fireproof warehouse in Lansing exclusively for household storage.

RUG—TRUNK—SILVER VAULTS

WE KNOW HOW
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(Member of Allied Van Lines, Inc.)



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BRANCH HOUSE SERVICE

... AT WAREHOUSE COST

- It is possible here to secure the same high-grade service you would expect in your own branch warehouse, but at less expense and without worry or trouble.
- Saginaw is a distribution point for Northeastern Michigan. Every merchandise warehouse facility is available at Central-Warehouse Co.
- Merchandise storage, cartage, pool car distribution, daily direct service to all points within 75 miles by responsible carriers.

CENTRAL-WAREHOUSE CO.

1840 No. Michigan Avenue
SAGINAW, MICHIGAN

Waterways and Terminals

(Continued from page 18)

Diego City Council, declared Pacific Coast ports are discriminated against in the setting of freight rates by the government-owned Panama Railroad Steamship Co. Senator Fletcher asserted that fees on the transportation of some commodities are almost 3 times as high from California to Panama as from East Coast ports. Existing freight rates, he charged, handicap Pacific Coast manufacturers and agriculturists in their efforts to obtain a fair share of the government's Canal Zone purchases.—Herr.

36.8% of U. S. Domestic Commerce on Great Lakes

Great Lakes commerce totals 36.8 per cent of all the United States domestic commerce in volume, and 16 per cent in value, according to the report of Col. T. H. Brown to the Federal Communications Commission on radio communication needs on the lakes. He said that almost two-thirds of the commercial vessels on the lakes are of United States registry, and the tonnage percentage is even higher. On May 1, 1939, there were 464 freighters and 62 passenger vessels of over 100 gross tons under the American registry, as compared with 241 and 19 under Dominion registry.—Kline.

Federal Barge Plans

The pattern for future administration of the Inland Waterways Corp. began to make itself clearer as Chester Thompson, president, announced a series of conferences with railroad and other transportation experts on the question of joint rail and water rates.

As reported previously through Mr. Thompson and Col. J. Monroe Johnson, assistant Commerce Department secretary in charge of the barge lines, one of the principal efforts of the new administration of the lines will be to gain further cooperation between rail and inland water carriers in the matter of joint rates. It is the intention of both officials to try to work out an eventual widespread system of point charges which will form the basis for similar cooperative action between privately operated water carriers and the railroads.

Already the Federal Barge Lines have made joint rates with rail lines on several commodities heretofore

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Complete Facilities

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- Pool cars distributed . . . Complete motor equipment, including: 15 trucks, 10 tractors and 35 semi-trailers . . .

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Member: MINNEAPOLIS N. W. A.

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MERCHANDISE STORAGE

For Distribution Throughout the Entire Northwest
200,000 Square Feet—Free Switching—Centrally Located
—Bonded—Fireproof—Milwaukee, Minneapolis, and St. Louis Trackage

100 trucks available for pick up and delivery service.

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ROCHESTER, MINN.

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Bonded Warehousemen
Complete Warehouse Facilities for Storage & Distribution

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Experienced Organization and Equipment for
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Transportation—Warehousing

Daily freight service to 100 Central Missouri towns South of the Missouri River.

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Successors to Tonnies Transfer & Storage Co.

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Distribution and storage of merchandise
Fireproof warehouses—Motor van service
On railroad siding—Lowest insurance rates**PACKING—STORAGE—SHIPPING**

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Distribution Cars are so handled as to carefully safeguard your own interests and those of your customers.

Three Fireproof Constructed Warehouses

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TRANSFER & STORAGE CO.
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59TH YEAR

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Efficient, Complete Merchandise Warehousing Service

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COAL ROOM FACILITIES

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IN THE HEART OF THE FREIGHT

HOUSE AND WHOLESALE DISTRICT

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CHARACTER

CAPACITY

CAPABILITY

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The Only Way Transfer & Warehouse Co.

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STORAGE

Two Sprinklered Warehouses, A.D.T.

CARTAGE

Local Hauling Modern Trucks

POOL CARS: Large enclosed Terminal for unloading Cars. Prompt Service.

exclusively carried all-rail. This development has come in the few weeks since Mr. Thompson took over directorship. Mr. Thompson said that obtaining general recognition from rail officials of desirability of joint rates with the barge lines is a purpose of his administration, equalling that of cooperation with private barge operators, for the reason that such joint charges cannot but help, in his opinion, to make the operation of any barge carrier more profitable.

Hence, as the prime purpose of the creation of the government barge lines was to prove such operation profitable and feasible for private capital, and to create a market for eventual purchase of the federal carrier by private operators, Mr. Thompson feels that by seeking under an intensive program of conferences and informal discussions with rail and other transport officials, a general policy of joint rate making between rail and barge carriers, he can benefit both the government lines, increasing their market value, and aid the private carriers as well in creating a precedent for similar rates between their lines and railroads.

Mr. Thompson said that he planned conferences with rail officials in Chicago, Kansas City and Omaha, at dates to be determined. At these conferences he will be assisted by Aubrey Mills, administrative assistant of the barge lines, and John S. Powell, vice-president of the waterways corporation.

Boston Seeks**Port Rate Equalization**

The Boston Port Authority through its commerce assistant, Walter W. McCoubrey, recently filed with the Maritime Commission a brief taking exception to the proposed report of Examiner Robt. M. Furniss in No. 514 Intercoastal Rate Structure.

The brief makes two exceptions to the proposed report. First exception is taken to the recommendation of the examiner as follows: "The commission should find that the record fails to warrant issuance of any minimum rate order." Second, exception is taken to the failure of the examiner to find "that the port equalization rules published by Wells & Calmer are unduly preferential of the ports of New York and Philadelphia and unduly prejudicial to the port of Boston."

Particular stress is made of the port equalization issue under which the situation is pointed out to be distinctly "unduly prejudicial" to Boston.

"With respect to the subject matter of port equalization, the record is clear with regard to the efforts of this petitioner during the past 3 or 4 yrs. to correct the unduly prejudicial situation at Boston that has existed since Oct. 2, 1935, giving undue preference to New York and Philadelphia," the brief says.

"The American President Lines, Ltd., in its brief, stated that there seemed to be no good reason why the Commission should not order port equalization extended to Boston, and this petitioner offered testimony showing that its traffic solicitor is unable to secure westbound intercoastal traffic because of the present port equalization rule due to the fact that it cost a shipper 3 cents per 100 lbs. more to move traffic governed by the rule through Boston than through New York, Philadelphia, or the other North Atlantic ports served by respondent intercoastal carriers.

"A definite showing of injury to the commerce of the Port of Boston was made by this petitioner since we are unable to participate in the handling of any of this traffic due to the respondents' preferential arrangement favorable to New York and Philadelphia.

"It is thoroughly developed of record that the granting or denial of port equalization to Boston was dependent upon the concerted action of all the respondent carriers (excepting the Shepard Line) who are members of the Intercoastal Steamship Freight Assn.

"The carriers members of the Intercoastal Steamship Freight Assn. did collectively, through concerted action, amend the port equalization rule, effective Oct. 3, 1935, so that the benefits of that rule were then thereby prevented from becoming operative upon waterborne traffic moving through the Port of Boston."

St. Lawrence Seaway

With the State Department joining in the investigations covering practicability of the St. Lawrence seaway development, a renewal of the government agency's efforts on this project, a Great Lakes-ocean route

(Continued on page 59)

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Established 1926

THE H. H. SMITH STORAGE CO.
1015-19 Mulberry St.**Merchandise Storage—Drayage—
Pool Car Distribution***Private sidings U.P. and C.B.&Q. Rys.*

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Norman J. Sipe, V. P. & Secy.**WALNUT WAREHOUSE, Inc.**
2020-24 Walnut St.*"Right in the Midst of Business"*

Most modern warehouse in Kansas City with excellent facilities for efficient service.

Catering to national accounts.

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**RUTGER STREET
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MAIN & RUTGER STS.200,000 Sq. Feet of Service
BONDED Low InsuranceMerchandise Storage and
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Distribution Center for Western Montana

REELY'S**General Storage
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Distribution Specialists for 35 Years

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BORLEY'S**Storage & Transfer Co., Inc.**
Pool Car Distribution

FIREPROOF

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STORED OR SHIPPED

LINCOLN, NEBR.

1889 51 Years of Continuous Service 1940

Merchandise and Household Storage—Pool Car Distribution
We operate Thirty Trucks and have connections to all points in the State.
Our buildings are clean, both Fire and Non-Fireproof, located on the lines
of the C. B. & Q.—Mo. Pacific and Union Pacific with all other lines entering
either city, absorbing switching.
We are Bonded by the State—Our Rates are reasonable. We solicit your business
and guarantee satisfaction. Investigation invited.**SULLIVANS**Transfer & Storage Co.
Lincoln, Nebr.
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ST. LOUIS, MO.

Most modern warehouse set-up in St. LouisLowest Insurance Rates Twenty-five acres of space
Consolidated freight depot in our building, serving all 15
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Covered railroad docks, capacity 100 cars daily.

Spacious truck docks facing wide streets to speed up service
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Twenty floors office space in connection.

Our prices comparable with other warehouses in this terri-
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Storage available on lease or tariff basis

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Warehouse Division.

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UNION TERMINAL WAREHOUSEConcrete fireproof construction. 215,000 sq. ft. storage; 3000 sq. ft. office
and display space. Consign shipments any railroad. Free switching. Low
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Dock facilities at Warehouse No. 6, located on Mississippi River—
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In less than six months after you took up the
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General Merchandise Storage & Distribution, Household
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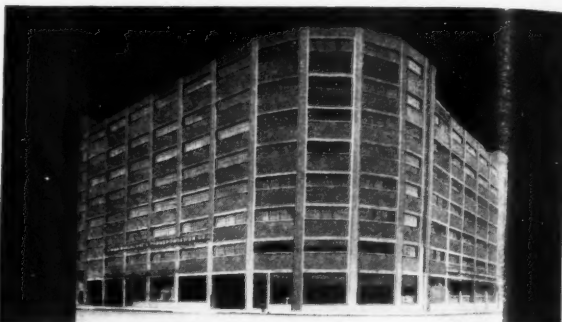
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Area. Sprinklered—
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"LEHIGH WAREHOUSE offers an all-inclusive responsibility
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26,000,000 people. Twenty years serving the largest nation-
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Factories on the Move

(Continued from page 21)

Glorioso Canning Corp., New Orleans, food canner
and packer, has acquired property at Hazlehurst, Miss.,
formerly used by Hazlehurst Canning Co., for new
branch plant, for processing, packing, storage and dis-
tribution.Lamneck Products, Inc., 416 Dublin Ave., Columbus,
Ohio, sheet metal products, has acquired property on
Cremo Ave., Middletown, Ohio, consisting of several
one-story structures on 4½-acre tract. Buildings will
be modernized and equipment installed for new plant
for increased capacity. Present works will be removed
to new location in February.Electric Boat Co., 40 Wall St., New York, plans new
shipyard on site adjoining plant of Electro Dynamo
Wks., foot of North Street, Bayonne, N. J., a subsidi-
ary, manufacturer of generators, motors, etc. New
plant will be used for construction of motor torpedo
boats and submarine chasers for United States Navy,
and will give employment to about 1,000 men. Comple-
tion is scheduled next spring.Gleitzman's, Inc., of Dry Harbor Road, Glendale,
Long Island, manufacturer of bathroom fixtures and
equipment, has leased 3 floors, about 100,000 sq. ft.
floorspace in buildings at First Ave. & Astoria Blvd.,
Long Island City, for plant. Modernization will cost
about \$60,000.Gardner Extract Co., Monterey, Va., food specialties,
has approved plans for new one-story plant about 6
miles from city, for which superstructure will begin at
once.

(Concluded on page 64)

ALBUQUERQUE, N. M.

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"It is very gratifying to Traffic Men generally and our group in particular that you have opened the pages of your excellent publication to much needed publicity. The professionalization of Traffic Management is a cause worthy of the best efforts of all who understand the need of industry in marketing their products to meet the ever-changing conditions of competition."

Waterways and Terminals

(Continued from page 54)

available for large tonnage vessels, takes on added significance.

The Commerce Department has a group of investigators in the Midwest interviewing shippers, operators and other commercial interests on the question of deepening and general enlargement of the waterway from the lakes to the mouth of the St. Lawrence. The Maritime Commission is winding up a survey of inland waterways which will include a report of the St. Lawrence project as part of research ventures which already have covered the foreign and intercoastal trades.

The action of Secretary of State Cordell Hull in appointing a committee to meet with Canadian Government representatives to discuss preliminary questions prior to formal consideration of the broader matters of policy involved, is a real step toward some definite final action on the long-ending seaway problem.

Secretary Hull named Adolf Berle, assistant secretary of state, Leland Olds, chairman of the Federal Power Commission, and John Hickerson, assistant chief of the State Department's European division, to the group which will go over matters of practical need and benefit to be derived from the seaway project under any treaty which might be worked out between this country and Canada.

Mr. Hull's action followed the proposal of Canadian Minister to United States Loring Christie on Dec. 26, suggesting a meeting in Ottawa. This followed Mr. Hull's earlier move, when in May, 1938, he transmitted through the Canadian minister, a tentative draft of a proposed general treaty dealing with utilization of the Great Lakes-St. Lawrence basin.

It was explained that the Ottawa conferences would cover the subjects of expense in developing the St. Lawrence seaway, its practicability in view of the lengthy winter period of closed navigation, how the expense of such development which would include deepening the channels, enlarging locks, etc., would be divided between the 2 countries and what advantages from the standpoint of developing additional source of waterpower might accrue.

Declares Seaway Would Aid Buffalo

Attacking "defeatist propaganda" that Buffalo would lose a large share of her commerce if the St. Lawrence Waterway and power project was approved, Maurice P. Davidson, trustee of the New York State Power Authority, recently called on the Northern Federation of Chambers of Commerce to "do a little crusading" in behalf of the proposal among other Chambers of Commerce in the State.

Mr. Davidson, who addressed a conference of farmers and business men arranged by the federation, declared that the project would provide Buffalo with "great additional supplies of cheap electric energy" and would convert the city's harbor into a "great ocean port."

"I know Buffalo as a great progressive manufacturing city, chief among the lake ports, served by 12 railroads," Mr. Davidson said. "Would any one believe that such a city will not continue to go forward, particularly when it is proposed to triple the output from Niagara Falls of cheap electric energy, which will be available to attract new and bigger industries to the Niagara frontier?"

Mr. Davidson asserted that the burden of the arguments in the propaganda against the plan, which he said was being circulated by "selfish interests," was, first, that Canada would derive great advantages from it and, second, that the costs would be "far greater than the estimates, so much so that an additional east-west railroad could provide cheaper transportation."

"Naturally," he went on, "the Dominion of Canada expects to obtain the same inherent advantages of cheap power and transportation which the United States will obtain. As

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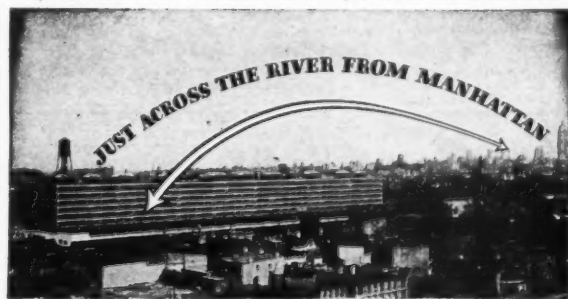
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 every purpose are available,
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a matter of fact, as the propagandists assert, Canada has available 4,000,000 hp. of water in the St. Lawrence, whereas New York State will have only about $\frac{1}{2}$ as much.

"But what the propagandists do not tell you is that the extra 2,000,000 is wholly in Canadian territory and can be developed by Canada at any time they please and quite independently of the United States. The reason that they would prefer to develop the international water on the St. Lawrence and at Niagara is that these developments will produce much cheaper power than will the all-Canadian resources.

"In fact, Canada could build an all-Canadian seaway without any participation by the United States, although this would not be in accord with the historic friendly co-operation which has been evinced in all our relationships between our 2 North American peoples."

As to the costs of the project, Mr. Davidson pointed out that the estimates are being made by army engineers, adding "and they built the Panama Canal within their estimates."

"Critics of the seaway," he said, "have raised the bogey of a hypothetical \$200,000,000 which it is claimed would be necessary to spend for harbor improvements. Following that reasoning, we should have added on the cost of building the Panama Canal, the costs of local harbor improvements in San Diego, Los Angeles, San Francisco, Portland and other cities on the Pacific Coast which received the increased traffic from the canal."

Samuel B. Botsford, executive vice-president of the chamber of commerce, commented on Mr. Davidson's statement as follows:

"Mr. Davidson is a New York lawyer who is on the payroll of the State of New York and has never, so far as I know, had anything to do with navigation or electric power.

"We are relying on men who have developed the navigation business of the port of Buffalo and on business men who have made this frontier great.

"We are still waiting for Mr. Davidson and Leland Olds of Washington, who is now on the Federal payroll (chairman of the Federal Power Commission), to prove any benefits to this area in the St. Lawrence project."

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(Continued on page 62)

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1230 W. Morehead St., Charlotte, N. C.

Bonded fireproof storage.

Household goods and merchandise.

Pool cars handled promptly. Motor Service.

Members A. W. A. and N. F. W. A.

CHARLOTTE, N. C.

Bonded Fireproof Warehouse

UNION STORAGE & WAREHOUSE CO., Inc.

20 Private Offices—1000-1008 West Morehead St.—Insurance Rate 25c

MERCHANDISE STORAGE — POOL CAR DISTRIBUTION

Member
NEW YORK
11 WEST 42ND ST. PHIN 5-0668
Represented by
ALLIED DISTRIBUTION INC.
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MERCHANDISE STORAGE

Pool Car Distributors—Low Ins. Rate

WARREN TRANSFER & STORAGE CO.

1900 So. Boulevard Charlotte, N. C.

RATES ON REQUEST

RALEIGH, N. C.

CAROLINA STORAGE & DISTRIBUTING COMPANY

MERCHANDISE STORAGE

POOL CAR DISTRIBUTION

Private Siding

Motor Freight Line

Members

A. W. A.

A. CHN. WHSES.

RALEIGH, N. C.

RALEIGH
BONDED WAREHOUSE, Inc.

Efficient Distribution and Warehousing

175,000 Square Feet Space

Sprinklered

Members A.W.A., M.W.A.

WILMINGTON, N. C.

FIREPROOF WAREHOUSE

FARRAR TRANSFER & STORAGE WAREHOUSE

1121 South Front Street

Household Goods — Merchandise

Long Distance Moving — Pool Car Distribution

Private Siding, A. C. L. Railroad Co.

Members, N. F. W. A. — A. T. A.



**TRAFFIC
MANAGERS SAY**

"The writer looks forward each month to reading D and W magazine, and very heartily recommends it to any industrial or commercial organization whether said organization maintains a Traffic Department or not, as there is much subject-matter therein which will prove very enlightening to those progressive individuals who are interested in the great accomplishment of the manufacturing and industrial fields of today."

BISMARCK, N. D.

Pres., Eugene Washter

Est. 1883

Sec. & Mgr., P. A. Washter



WACHTER TRANSFER CORPORATION

\$200,000 INVESTMENT

Four Well-located Warehouses. All Having Private Sidings. Provide Maximum Facilities for Economical Storage and Distribution in This Fertile Market.

Sugar a Specialty. Pool Car Distribution and Household Goods Transfer. Motor Freight Terminal Maintained.

Members of MayWA—MinnNWA

121 So. 5th St.

FARGO, N. D.

Union Storage & Transfer Company

FARGO, N. DAK.

General Storage—Cold Storage—Household Goods

Established 1906



Three warehouse units, total area 161,500 sq. ft.; of this 29,500 sq. ft. devoted to cold storage. Two buildings sprinkler equipped. Low insurance costs. Spot stocks. Pool car Distribution. Complete warehouse services. Fargo serves North Dakota and Northwestern Minnesota.

Offices 806-10 Northern Pacific Ave.

AWA-NFWA-MNWA-ACW

GRAND FORKS, N. D.

AWA—NFWA—MNWA

Kedney

COMPLETE
BRANCH OFFICE
FACILITIES

WAREHOUSE CO.

General Storage—Moving Household Goods
Pool Car Distribution—Motor Freight
Terminal

Waterways and Terminals

(Continued from page 60)

equipped to meet wartime demands than in 1917. More and larger ships are available and the pier facilities are sufficient to meet the increasing merchant fleets now using city terminals.

During the last war there were 116 piers; now, there are 189. This represents a gain of over 20 miles of ship berthage. During the past 25 yrs., 5 new warehouses for the storage of export-import freight have been built, adding a total floor capacity of 5,260,000 sq. ft., a gain of 20 per cent over 1917.

Rail facilities, despite reports of congestion in the harbor due to the handling of war orders, are capable of handling a load 50 to 75 per cent greater than the existing volume. The backlog of exports waiting for shipments to Europe is attributed to a shortage of ocean tonnage.

Proposal Is Introduced for
Tolls on Barge Canal

A constitutional amendment establishing tolls for the 450-mile barge canal system has been introduced in the New York Legislature.

The proposal, defeated repeatedly in recent years, would restore the charges which were levied previous to 1882. For the last 58 yrs., the waterway has been free.

Sponsors of the amendment—Senator Walter W. Stokes, of Cooperstown, and Assemblyman L. James Shaver, of Amsterdam, Republicans—contend that less than 8 per cent of the canal's total traffic originates in the State and more than 1/3rd of the total tonnage carried originates outside and is carried to a point outside the state.

Canal officials and shippers argue that tolls would make the state ineligible for Federal funds to maintain and expand the waterway.

Stokes and Shaver, representing central New York counties, through which the Erie branch passes, said in a joint statement:

"When we are taxing everything—even to a penny for the privilege of smoking 10 cigarettes—it seems unfair to continue this burden of expense of the people to maintain the free waterway, the cost of which aggregates approximately

AKRON, OHIO

**COTTER CITY VIEW STORAGE COMPANY**

70 Cherry St., Akron, Ohio
Merchandise Storage.
Pool Car Distribution.
Household Goods Storage.
Low Insurance.

AKRON, OHIO

MAYFLOWER TERMINALS, Inc.

245-257 FURNACE STREET, AKRON, OHIO

Merchandise Storage
Pool Car Distribution
Truck Terminal

A.D.T. System
Private Siding—Free
switching

Our service means satisfaction

CANTON, OHIO

**CANTON STORAGE, Inc.**

FOURTH AND CHERRY N.E.

Merchandise, Household Goods, Cold Storage

U. S. Customs and Internal Revenue Bonded Warehouse No. 7
Pool cars distributed. Private sidings. Free switching on all
roads. Separate fireproof warehouses for household goods. Modern
equipment combined with speedy service.

Member: A.G.W.—MAY.W.A.—A.W.A.—O.F.A.A.—O.W.A.

CANTON, OHIO

55,000 SQUARE FEET OF SPRINKLERED
WAREHOUSE SPACE TO SERVE YOU

SCHNEIDER STORAGE CO.

CANTON, OHIO

Merchandise and Household Goods
Stored and Distributed

CINCINNATI, OHIO

Consolidated Trucking, Inc.
Local and Long Distance Trucking
—Storage

1035-55 Flint St.

(Flint, Cortland and Hoefler Sts.)

Merchandise Storage
Penn. R. R. Siding

Pool Cars
Inter-City Truck Depot



CLEVELAND, OHIO

F. L. CONATY, Pres.

CURTIS STORAGE & TRANSFER, INC.

"STORE WITH CONFIDENCE"

Specializing in Merchandise Storage
Pool Car Distribution—Bulk Tank Storage
Operating Own Delivery Equipment
Private Siding N.Y.C.R.R.

FRENCH & WINTER STS.

CLEVELAND, OHIO

CLEVELAND, OHIO

**"The Three R's" In Modern Warehousing
RESPONSIBILITY
REPUTATION**

RELIABILITY — are found at

THE GREELEY-GENERAL WAREHOUSE CO.

Located in the New York Central Freight Terminal at Broadway and E. 15th St.

CLEVELAND, OHIO

Now there are

**WATER, RAIL AND
TRUCK FACILITIES**

**4 LEDERER
TERMINALS**

Cleveland's Only Lakefront Public Warehouse with Direct
Connecting R.R. Facilities Offices: FOOT OF E. 9th ST.

CLEVELAND, OHIO

DIRECT FROM FREIGHT CARS

SHIPMENTS to Cleveland, consigned to
The Lincoln Storage Company over any
railroad entering the city, can be handled
from freight car direct to our loading plat-
form.

Carload shipments to our private siding,
11201 Cedar Ave., on the N. Y. C. Belt
Line, connecting with all R.Rs. entering
Cleveland; L. C. L.-Penna. Euclid Ave. Sta.
adjoining Euclid Ave. warehouse; other
R.Rs. to Cleveland, Ohio.

**LINCOLN STORAGE**

W. R. Thomas, Pres.

5700 Euclid Ave.

CLEVELAND

11201 Cedar Ave.

CLEVELAND, OHIO

TEL. CHERRY 4170

NATIONAL TERMINALS CORPORATION

1200 WEST NINTH STREET

Three Modern Fireproof Buildings—Two with Dock Facilities on
Cleveland's Water Front

Most Economical Warehouse and Distribution Services

VIA WATER—RAIL—TRUCK ARE AVAILABLE THROUGH

Cleveland's Largest Cold and General Merchandise Warehouse

\$10,000,000 annually for maintenance upkeep and amortiza-
tion charges."

The legislators declared the people should have an
opportunity to state their position on the toll issue. A
proposed amendment is submitted only after having
been approved by two legislators.

Principal users of the canal are shippers of wheat
from the West to New York city and petroleum com-
panies.

**Philadelphia Port Traffic
Hits Peak**

In view of the fact that regular schedules to many
major countries of the world are no longer existent
and foreign shipping now is largely a matter of con-
signment, attention has been called by E. W. String-
field, general traffic manager of Philadelphia Piers,
Inc., to the importance Philadelphia has assumed during
the last few months. Philadelphia, it is pointed out,
comes next to New York in the ports of the nation in
the volume of commerce handled.

Mr. Stringfield in a statement stressed the point that
Philadelphia, possessed of great natural advantages,
is busier today than at any time since the World War,
but he added that thanks to its present ample facilities
for handling cargoes with the greatest speed and with-
out the slightest congestion of waterborne commerce,
it is able to meet the situation amply.

"While Philadelphia has long been one of the great ports
of the nation, yet it has been distinctly a freight port and
generally accepted as such," said Mr. Stringfield. "There
can be no question that passenger services aid a port ma-
terially, as the regularity of sailings are a decided factor in
determining shipments from interior points. With the
glamor of the luxury liners removed by European war con-
ditions, and the ports on the Atlantic seaboard placed more
on a parity in the competition for waterborne freight, Phila-
delphia has made tremendous strides during the past few
months and is expected to handle an even greater tonnage
in the immediate future as its unusual advantages become
better known and better appreciated.

"At the present time steamship services at Philadelphia
are being regularly maintained in all foreign trades, other
than American flag ship services to the European war zone
and to belligerent waters, and the withdrawal of these ves-
sels has been followed by their replacement by neutral flags.
In addition, American flag lines have been handling tonnage
in new routes to take up the slack created by the with-
drawal of British lines retired for war purposes from vari-
ous fields.

"As a result of these changes, shipping has been bunching,
with irregularity of sailings a decided condition in present
time shipping. Regularity of schedules is rare and terminal

(Continued on page 66)

For the convenience of shippers, this section is arranged alphabetically by states, cities and firms.

CLEVELAND, OHIO

CITY-WIDE SERVICE
IN CLEVELAND

Exclusive Agent:
Greater Cleveland
for Aero-Mayflower
Transit Co.

Our eight modern warehouses in the better neighborhoods of Greater Cleveland enable us to give you unsurpassed service.

The **NEAL**
STORAGE COMPANY
CLEVELAND OHIO

CLEVELAND, OHIO

The **OTIS TERMINAL WAREHOUSE**
HAS THE FACILITIES
TO MEET ALL OF YOUR NEEDS

Downtown location; Modern and fireproof; Low insurance rates;
Enclosed docks and siding on Big 4 Railroad; Daily delivery service;
Office and display space; Telephone accommodations; U. S. CUSTOM BONDED.

General Offices - - - - - 1340 West Ninth St.

CLEVELAND, OHIO

IN ALL ITS RAMIFICATIONS STORAGE OF MERCHANDISE AND ITS
DISTRIBUTION

RAILWAY WAREHOUSES, Inc.

IN CLEVELAND, OHIO

Surpass Competition in This District For

Facilities, Service and Security

Fireproof Sprinklered Warehouses Most Centrally Located and Free from All Traffic
Hazards and Congestion. Write for Details

Address 3540 Croton Ave., S. E., Cleveland, Ohio
Represented by Allied Distribution, Inc.—New York & Chicago

COLUMBUS, OHIO

Cover OHIO from Columbus

Modern warehouses and bonded storage facilities. A.D.T. System. Private double track siding. Receiving floor at car level. Shipping floors at truck level. Free switching from all railroads.

Columbus Terminal Warehouse Company

55-85 Terminal Way Columbus, Ohio

Established in 1882

COLUMBUS, OHIO

Member of A.W.A.—O.W.A.

COLUMBUS WAREHOUSES, INC.

A COMPLETE MERCHANDISE DISTRIBUTION WAREHOUSE

MOST CENTRAL WAREHOUSE—3 BLOCKS OF
CENTER DOWNTOWN DISTRICT

POOL CAR DISTRIBUTION

PRIVATE SIDING AND SWITCH—N. Y. CENTRAL LINES

228 West Broad St., Columbus, Ohio

COLUMBUS, OHIO

Consign Your Household Goods Shipments to

DAN EDWARDS at COLUMBUS

Packing—Shipping—Storage—Local and Long Distance Moving—Steel
and Concrete Warehouse—Private Siding.



EDWARDS TRANSFER AND STORAGE CO.
426 North High St., Columbus, Ohio

Member—National Furniture Warehousemen's Assn., Ohio Warehousemen's Assn.

COLUMBUS, OHIO

THE MERCHANDISE WAREHOUSE CO.

370 West Broad St.

Complete service for

MERCHANDISE STORAGE AND DISTRIBUTION

Private Siding — 14 car capacity

U. S. Customs Bonded
Centrally Located

A.D.T. Service
Modern Facilities

Members: A.C.W.—O.W.A.

Factories on the Move

(Concluded from page 56)

International Harvester Co., Chicago, will take bids on general contract early in 1940 for new factory branch, storage and distributing plant for motor truck and farm machinery divisions on 3-acre tract recently purchased at Greenwood and Mansfield Roads, Shreveport, La. It will include machine and repair shops, service department and other mechanical divisions, with boiler house and other departments.

Shell Oil Co., Inc., Shell Bldg., St. Louis, has acquired about 3 blocks of property at Port Everglades, Fla., for new tank farm and bulk oil storage and distributing plant. It will comprise several large one-story buildings, steel tanks, pumping station, powerhouse, pipe lines and other facilities. Cost close to \$1,000,000 with equipment. Company has work under way on expansion and improvements at oil refinery on Houston ship channel, Houston, Tex., including new alkylation units, to cost about \$1,500,000.

Machinery & Welder Corp., 2833 Locust St., St. Louis, welding apparatus and other mechanical equipment, has let general contract for new one-story plant, with extension, on South Spring Ave.

Carnation Co., North Van Buren St., Milwaukee, condensed and evaporated milk products, plans new branch plant on U. S. Highway 50, near Clarksburg, W. Va., consisting of one-story main unit for processing service, storage and distributing buildings, and other structures.

Pent-Hex Corp., Muskegon, Mich., affiliated with West Michigan Consumers Co., same city, plans new gasoline processing plant near Grand Rapids.

E. I. du Pont de Nemours & Co., Cellophane Div., Wilmington, Del., will build a branch plant near Clinton, Iowa. A branch line to plant site is being built for connection with Rock Island and Northwestern railway systems.

Tyler Brothers Coca-Cola Bottling Co., Villisca, Iowa, will build a plant at Atlantic, Iowa.

Banquet Baking Co., Rock Island, Ill., will build a baking plant at 2009 4th Ave.

Coca-Cola Bottling Co. of California, Ltd., Oakland, Cal., will build a new plant there.

E. H. Dahlman Co., Vista, Cal., fruit packer, will build a new packing plant.

Condenser Service & Engineering Co., Hoboken, N. J., has purchased former plant of Raritan Radiator Co., Raritan, N. J. Larger part of present plant will be removed to new location.

Wm. Fridrich recently was elected president of the Cuyahoga County Van Operators Assn., Cleveland, at its 7th annual meeting. Ed. Eichler was elected vice-president and W. J. Magee, secretary and treasurer. Outgoing officers are as follows: M. J. Adams, president, and A. R. Sullivan, vice-president. The group holds meetings 3 times monthly, twice for local problems and discussion and the third for members only interested in long distance moving. On local work, the members operate strictly on an hourly basis and do not do any contract work.

COLUMBUS, OHIO

The NEILSTON STORAGE CO.

260 EAST NACHTEN ST.

Modern fireproof warehouse for merchandise—Low Insurance—Central location in jobbing district—Private railroad siding—Pool cars distributed.

COLUMBUS, OHIO

J. W. PATTON L. D. PATTON

THE PATTON WAREHOUSE

96 MAPLE ST.

Located in the heart of the wholesale district. Modern fireproof building for merchandise storage. Pennsylvania Ry. Siding—Local Distribution—Pool Car Distribution

MARION, OHIO

MERCHANTS TRANSFER & STORAGE CO.

180 East Mill St., Marion, Ohio
Est. 1895

Strictly Fireproof warehouse for Merchandise and Household Goods. Lease Space. Cold Storage, Private Siding into warehouse. For complete service contact us.

Member: M.W.A.—O.F.W.A.—O.W.A.

SPRINGFIELD, OHIO

W. P. BYERMAN, Pres.

Established 1911



W. P. BYERMAN, Inc.

115-117 SO. LOWRY AVE.

Private Siding C.C.C. & St.L. Ry. — Free Switching

MERCHANDISE and HOUSEHOLD GOODS

Member N.F.W.A. Allied Van Lines—OWA—OACH

SPRINGFIELD, OHIO

MEMBER



WAGNERS SERVICE, INC.

Pennsylvania Railroad and Lowry Ave.

A warehouse service that embodies every modern facility for the storage and distribution of Household Goods and Merchandise—Motor Freight Service—Door to door delivery at Dayton, Springfield and Columbus daily.

Member of A. W. A.

TOLEDO, OHIO

3 WAREHOUSES

MEMBER



WILLIS DAY STORAGE CO.

Merchandise and Household Goods Storage, Moving, Packing, Shipping Distribution of Pool Cars Priv. Siding NYC.

Member of May WA—OFWA—TOL—CA

133 St. Clair St. Adams 7144

TOLEDO, OHIO



GREAT LAKES TERMINAL WAREHOUSE CO.

321-359 MORRIS ST. TOLEDO, OHIO
COMPLETE WAREHOUSE FACILITIES

TOLEDO, OHIO

Merchants and Manufacturers Warehouse Co.

15-29 So. Ontario St.



Center of Jobbing District

Sprinklered Fireproof Building—100,000 Square Feet—Dry Storage—70,000 Cubic Feet Cold Storage—Private siding Nickel Plate Road—Free Switching—Merchandise Storage—Pool Car Distribution—Negotiable receipts—Transit Storage Privileges—Low Insurance Rates—City delivery system.

TOLEDO, OHIO

NATIONAL TERMINALS CORPORATION

OFFICE: 247 MORRIS STREET

Phone Adams 8275

Most Economical Warehouse and Distribution Services Via Water, Rail and Truck Are Available Through Toledo's Best Located Most Accommodating Warehouses and Docks.

Two Private Docks Capable of Serving Any Size Boat on the Lakes. Both Inland and Dock-Side Warehouses.

TOLEDO, OHIO

"QUICK SHIPPERS"

TOLEDO TERMINAL WAREHOUSE, INC.

128-138 VANCE STREET, TOLEDO, OHIO

Merchandise storage . . . Pool car distribution . . . Fireproof . . . Private siding Nickel Plate Road . . . Free switching . . . Negotiable receipts . . . Transit storage arrangements . . . Motor truck service . . . Located in jobbing District . . . U. S. Customs Bonded.

MEMBERS: American Warehousemen's Association
Ohio Warehousemen's Association
Toledo Chamber of Commerce

Represented by
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO
11 WEST 42ND ST. PENN. 6-0908 1525 NEWBERRY AVE. MON.5531

OKLAHOMA CITY, OKLA.



Fireproof Warehouse for Merchandise and Household Goods
Automatic Sprinkler System
Office and Warehouse
303-313 East Grand Avenue

We Solicit Your Accounts for Transfer and Storage
Members of American and National Warehousemen's Associations

TULSA, OKLA.

JOE HODGES FIREPROOF WAREHOUSE

Merchandise Storage—Pool Car Distribution

Located in Center of Tulsa Wholesale District

Member: A.W.A., N.F.W.A. and American Chain of Warehouses

TULSA, OKLA.

MEMBER



TULSA TERMINAL WAREHOUSE CO.

Merchandise & Household Goods. Distribution — Storage — Moving — Packing. Heavy Hauling & Machinery Placement.

Fireproof Warehouse 8 No. Cheyenne
Members—M.W.A.—S.W.W. & T. Ass'n.

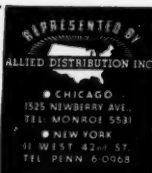
TRAFFIC MANAGERS SAY

"We feel that Traffic Managers and Executives over the entire country owe D and W and its Editor an everlasting debt of gratitude for sponsoring the movement for the legalization and professionalization of Traffic Management. In sponsoring this movement and creating an interest that will carry it through to completion on a national basis, D and W has performed a service to its readers and to the whole business world that is of inestimable value. Another great service performed by D and W in sponsoring this movement is in making the business executive TRAFFIC CONSCIOUS."

PORTLAND, ORE.

Colonial Warehouse and Transfer Co.

Operating Public and Custom Bonded Warehouses
Licensed under the U. S. Warehouse Act
Merchandise, Storage and Distribution
Private Siding Free Switching Sprinklered
1132 N. W. GLISAN STREET



PORTLAND, ORE.

H. M. CLARK, Pres.

HOLMAN TRANSFER COMPANY

STORAGE DISTRIBUTION

SINCE 1864

1306 N.W. Hoyt St.

A.W.A.—O.S.W.A.

PORTLAND, ORE.

LET LYON GUARD YOUR GOODS



Carload Distributors

SEATTLE PORTLAND, Ore.
2630 Dexter Ave., 1301 N. W. Kearney St.
Dean McLean, Mgr. Walter Holleque, Mgr.

PORTLAND, ORE.

J. H. CUMMINGS, Pres.

MERCHANDISE, STORAGE & WAREHOUSING

Northwestern Transfer Co.

General Forwarding Agents



SPECIAL ATTENTION GIVEN TO POOL CARS
Our private siding is served by all railroads
1504 N.W. Johnson St., Portland, Oregon
Estab. 1886

PORTLAND, ORE.

OREGON TRANSFER COMPANY

Established 1868

1238 Northwest Glisan Street Portland, Oregon
U. S. BONDED AND PUBLIC WAREHOUSES

Merchandise Storage and Distribution
Lowest Insurance Rates—Sprinkler Equipped
Member A. W. A.

Eastern Representatives Distribution Service, Inc.

PORTLAND, ORE.

MERCHANDISE WAREHOUSING AND TRANSPORTATION

Pool Cars and L. C. L. Distribution to the Pacific Northwest and Inland Empire with Free Pick Up and Delivery Service to All Main Points. Route your shipments Via Water or Rail to us.

PIHL TRANSFER & STORAGE CO.

1231 N. W. Hoyt St. Portland, Oregon
Our Personal Supervision assures you prompt and proper service.

PORTLAND, ORE.

COVER THE NORTHWEST THROUGH

RUDIE WILHELM WHSE. CO., INC.

Rudie Wilhelm, Pres.

Member A.W.A.

U. S. Bonded—Concrete Building—A. D. T. Sprinkler System

Complete Facilities for Storage and Distribution
of All Commodities

Agents: Universal Transcontinental Freight Service

TRAFFIC MANAGERS SAY

"I believe that every industry and carrier should have D and W on the desk of its Traffic Manager and wish to take this opportunity to express to your publication my sincere appreciation for its initiative 'and I say that advisedly,' in undertaking to further the interests of the 'Traffic Profession.'"

BETHLEHEM, PA.



500,000 CU. FT. COLD STORAGE
200,000 SQ. FT. DRY & HOUSEHOLD STORAGE

ALLENTOWN BETHLEHEM AND EASTON Private Siding LEHIGH & NEW ENGLAND R. R.

Lehigh and New England Terminal Warehouse Company
15th Avenue, North of Broad Street, Bethlehem, Pa.

HARRISBURG, PA.



Pool Cars
Efficiently Handled
Merchandise and Household Goods Storage

HARRISBURG STORAGE CO., Harrisburg, Pa.
P. R. R. Siding. Agent for Aero Mayflower Transit Co. American Warehousemen's Association, Mayflower Warehousemen's Association, Penna. Furniture Warehousemen's Association, Penna. Warehousemen's Association, American Chain of Warehouses

HARRISBURG, PA.

KEYSTONE WAREHOUSE

GENERAL MERCHANDISE STORAGE
POOL CARS DISTRIBUTED

BRICK BUILDING—LOW INSURANCE
STORE DOOR DELIVERY ARRANGED FOR
PENNA. R. R. SIDING

OPERATED BY HARRISBURG WAREHOUSE CO.

Waterways and Terminals

(Continued from page 63)

operators are not receiving sufficient notice prior to arrival of vessels as formerly due to the caution of owners to conceal information relative to ship movements. This handicap, however, has served to demonstrate the remarkable advantages of Philadelphia as a port. Although tonnage has been running unusually heavy, ship owners agree that cargoes at this port have been handled with the greatest dispatch and with comparative ease.

"Philadelphia has had no rail or terminal congestion, nor does it anticipate any. It possesses adequate trackage and storage space along its ample water front and could increase its present heavy tonnage 100 per cent without the port being crowded."

Montreal Hit by War

In the annual report issued by the council of the Montreal Board of Trade, Port Warden of Montreal, Capt. R. C. Brown, said that scarcity of ocean-going bottoms, resulting from the outbreak of war in September, was the principal reason for a decrease of overseas tonnage at the port in 1939 that gave the harbor its lowest total in 5 yrs. The report said that there was a decrease of 189 overseas and foreign-going vessels at Montreal in 1939 as compared with the previous year and a drop in net registered tonnage of 797,445 tons. This was said to be largely due to irregular sailings after early September when Great Britain and Canada declared war on Germany. Grain shipments were practically cut in half.

Atlantic States Shippers Oppose St. Lawrence Pact

(Concluded from page 7)

A resolution was also passed favoring cooperative action on the part of the members to see that where possible freight cars are given heavier loads in order to increase the average load and thereby free more cars for the increased tonnage now being hauled by the railroads. Specifically, this resolution is based on the fear of embargoes and possible Government operation, should a car shortage occur.

Reports from the railroad representatives indicated, however, that equipment is in fine condition and that the railroads are prepared to handle the upturn in tonnage that is estimated for the 1st quarter of 1949. The report, submitted by C. H. Vayo, chairman of the Commodity Committee and general traffic manager of the Eastman Kodak Co., Rochester, N. Y., stated that a preliminary comparison showed an increase of 11 per cent in the Atlantic States territory, covering New York, Pennsylvania, New Jersey, Delaware and the District of Columbia.

Carloadings for the entire country will be 18.8 per cent in excess of the figures for the 1st quarter last year. The greatest increases in the Atlantic States region are 47 per cent for machinery and boilers, 38 in iron and steel, 25 in flour, meal and other mill products, 15 in fresh fruits, 14 in paper and prepared roofing, and 13 in cement.

A rise in freight revenue for the 12-mo. period ended Oct. 31 over the corresponding period of 1938 was reported. Exclusive of switching revenues, the 1939 figure was \$2,664,389,689, representing a 13.7 per cent increase over the 1938 total of \$2,342,475,174.

The upturn for September and October was the sharpest on record in American railroad history, according to R. A. Fasold, special representative of the freight claim division of the Association of American Railroads. The trend, he stated, is continuing into the present year, and the revenue up to the date of the convention was 10 per cent over the same period last year.

The next meeting will be held at Harrisburg, Pa., April 3 and 4. A reelection of the officers occurred. George F. Hichborn, director of traffic, U. S. Rubber Co., New York, is general chairman; C. J. Goodyear, traffic manager of the Philadelphia & Reading Coal & Iron Co., Philadelphia, is 1st alternate general chairman; A. C. Welsh, transportation secretary, Chamber of Commerce, Brooklyn, is 2nd alternate general chairman; C. H. Vayo is general secretary; and W. L. Harvey, secretary.

Atlantic Waterways Group Seeks Army-Navy Help

Warning that the Transportation Act (Wheeler-Lee Bill) would strike a blow at national defense by halting the construction of merchant vessels and damming back the supply of trained seamen, the Atlantic Deeper Waterways Assn. has asked the Secretaries of War and Navy to lead the fight against enactment of this legislation at the pending Congressional session.

The section which would place control of waterways under the Interstate Commerce Commission has the faculty to choke off development of the American merchant marine; has, in fact, already accomplished that very result by the mere threat of enactment, the waterways group protested.

Analyzing the pending legislation as "a railroad bill," the Association placed on record its willingness to back any laws which would improve the economic position of the rail companies, but struck out against any policy which "has for its purpose increasing the costs of economical transportation for all the people to benefit the railroads."—Manning.

HAZLETON, PA.

KARN'S STORAGE, INC.

MERCHANDISE WAREHOUSE L.V.R.R. SIDING

Storage in Transit Pool Car Distribution

Packing — Shipping — Hauling

Fireproof Furniture Storage

Est. 1915

Members: Mayflower W.A.—P.F.W.A.—P.W.A.

LANCASTER, PA.

LANCASTER STORAGE CO.

LANCASTER, PA.

Merchandise Storage, Household Goods, Transferring,

Forwarding

Manufacturers' Distributors, Railroad Distribution, Local

and Long Distance Moving

Members May. W.A.—P.F.W.A.

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COMMERCIAL WAREHOUSING CO.

Meadow & Wolf Streets

Thoroughly Modern Facilities—Customs Bonded

Complete Warehousing Service for Storage

& Distribution of General Merchandise.

Distribution of Merchandise & Household Goods Pool Cars

PHILADELPHIA, PA.

Est. over 50 years.

FENTON STORAGE CO.

Absolutely Fireproof

46th and Girard Ave.

Cable Address "Fenco"

Pool Cars a Specialty

P. R.R. Siding

Storage, moving and distribution of household goods and merchandise

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Fidelity—20th Century Storage Warehouses

General Offices—1811 Market St.

Agent for Allied Van Lines, Inc.



Bus type vans for speedy delivery anywhere. We distribute pool cars of household goods. Prompt remittance.

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Direct Sidings—Penna. RR. and Reading RR.

Pool Car Distribution

Represented by Associated Warehouses, Inc.

New York Deliveries Chicago

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2,100,000 Square Feet

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11 modern buildings in leading business sections. Served by all R.R.'s. Loading and unloading under cover. Storage-in-transit privileges. Goods of all kinds, bonded and free.

One of THE CHAIN OF TIDEWATER TERMINALS and Allied Inland Warehouses

PHILADELPHIA, PA.

BUELL G. MILLER, President

MILLER

North Broad Storage Co.

BROAD & LEHIGH & BRANCHES

Member P.M.T.A., C.F.M.A. of Pa.

A Modern Warehousing Service



with Complete Coverage of the Philadelphia Trading Area

Terminal Warehouses are located adjacent to each of the main retail, wholesale, industrial and river-front areas of Philadelphia. All are of modern construction, and earn low insurance rates. Each is provided with the most up-to-date equipment for the safe, prompt and economical handling of goods of every kind. Special accommodations are provided for household goods.

DIRECT RAIL CONNECTIONS with the Pennsylvania Railroad and the Reading Company. Completely equipped pool car departments.

NEAR BIG PIERS. Exceptional facilities for the handling of water-borne shipments for import or export.

MOTOR TRUCK SERVICE. We operate our own large fleet of motor trucks, making "store door" deliveries throughout the Philadelphia trading area, and can provide "next morning" deliveries anywhere within the area shown on map above.

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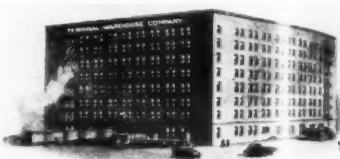
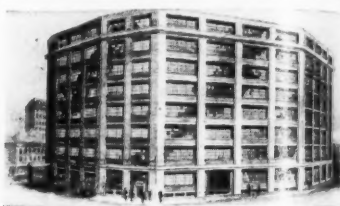
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MEMBERS: A. W. A., N. F. W. A., Pa. F. W. A.

Represented by **DISTRIBUTION SERVICE, Inc.**

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An Association of Good Warehouses Located at Strategic Distribution Centers



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22 Modern Warehouses

CENTRALLY LOCATED in all leading business sections . . . close to piers . . . direct connections with all R.R.'s . . . and our own fleet of 22 modern transports.

OVER 1,000,000 Sq. Ft. of storage space for merchandise of nearly every kind, bonded and free. Modern buildings with low insurance rates, and equipped for prompt and economical service.

SHIPPING to and from all eastern markets and world ports.

WRITE for particulars regarding many valuable services offered.

PENNSYLVANIA WAREHOUSING & SAFE DEPOSIT CO.

General Offices, Cor. 4th & Chestnut Sts., Philadelphia
WARREN T. JUSTICE, President

MEMBER: American Chain of Warehouses
American Warehousemen's Association (Merchandise Division)
Pennsylvania Warehousemen's Association

NEW YORK: Geo. W. Perkins, 82 Beaver St. Tel., Hanover 2-1954
J. W. Terreforte, 250 Park Ave. Tel., Plaza 3-1235
CHICAGO: W. H. Eddy, 53 W. Jackson Blvd. Tel., Harrison 1496

In the Cold Storage Field

(Concluded from page 15)

\$1.00 south of the Ohio and east of the Mississippi and \$1.17 west of the Mississippi.

The proposed change would keep these rates for butter but would lower the margarine rate to 67 cents in all parts of the country. The Wisconsin Board of Agriculture suggests that all who oppose the proposed reduction in margarine rates contact their local railroad offices and file a copy of their protest with the chairman of the consolidated classification committee.—Habel.

Miller to Seek Supreme Court Ruling

To decide the question, momentous to the storage warehousing industry, where the burden of proving negligence really rests when a customer's household goods are damaged or destroyed by fire—with the plaintiff, or with the defendant—the Miller North Broad Storage Co., Philadelphia, will seek a ruling of the Pennsylvania Supreme Court.

This action was decided upon by the attorneys for Miller, whose North Broad Street warehouse was partly wrecked on the inside and the goods of numerous customers lost in a fire last June 21, as the first of the customers' damage suits has, in the opinion of Miller counsel, far from determined their status through a jury trial award, made in favor of a plaintiff, on Jan. 9. A jury in Court of Common Pleas No. 2, on that date, in a test suit, awarded \$700 damage to John Schell, Philadelphia, who had sought \$762 recompense for his household goods totally damaged in that fire and for which, his attorney claimed, the storage warehouse company was responsible through "negligence."

Harry Shapiro appeared for the plaintiff and put his

client on the witness stand before Judge Theodore Rosen. Mr. Schell testified that he had placed his goods in storage at Miller's, that he had demanded them later, but that he was told they had been damaged, and that, of course, they were not returned to him. Miller North Broad company counsel offered no testimony, asking for binding instructions and resting its case.

Walter Biddle Saul, of counsel for Miller, had sought a non-suit in the Schell case, on the ground that the burden of proof lay upon Schell to show that the warehouse fire had been caused by the storage company's negligence. Judge Rosen refused to grant the non-suit, ruling that the burden of proof that there was no negligence, rested on the company. Each side had cited cases to support their client's cause. After the jury had found for Schell, Attorney Saul moved that the verdict be disregarded and judgment found in favor of the storage company.

Judge Rosen, in making his ruling, quoted the case of *Downs against Sley System Garages, Philadelphia, 129, Supreme Court, 68*. This, however, was not a storage warehouse case, but an instance wherein a parking lot customer had failed to receive his automobile from the system after having placed it there, the court ruling that the plaintiff is not required to prove negligence when his goods are not returned on demand, the responsibility resting on the defendant.

Counsel for the Miller company, to support its contention that the burden of proof lay with the plaintiff, had cited the case of *Tower et al., vs Grocers' Supply & Storage Co., Pennsylvania Statutes on Loss by Fire, 159*, wherein the State Supreme Court had held that in an action against a warehouseman for loss of goods by fire, the burden is upon the plaintiff, and another case, wherein the court had held likewise, as found in *Mohun on Warehouse Statutes and Decisions in Pennsylvania*. It was stated by counsel for the Miller company that the Pennsylvania Supreme Court never has ruled against a defendant warehouseman regarding the burden of proof, in any case involving loss of goods by fire.

Attorney Shapiro, in starting suit last August, in Common Pleas Court No. 6, filed a bill in equity, entitled, "John Schell, Eugene Hoch, Jr., Victor Handgriff, Margaret E. Harp and Lois McClure vs Miller North Broad Storage Co., Inc.; North British & Mercantile Insurance Co., Commercial Union Assurance Co., Ltd.; Royal Insurance Co., Ltd., and Franklin Fire Insurance Co. of Philadelphia." This bill, wherein counsel for the plaintiffs sought to restrain the 4 insurance companies mentioned from paying to the Miller company the insurance of \$140,000 placed by the latter with those companies, first was amended on objections and finally was dismissed by the Court and filed as "settled, discontinued and ended," on Nov. 4, last. Trial by jury was demanded and the case certified from the equity side of court to the law side, costs being placed on the plaintiff.

Now that there has been a ruling in Common Pleas Court in the test case of Schell, it is expected that the cases of the 4 other plaintiffs mentioned, will be heard. There is a possibility that lawsuits will be filed by other claimants against the warehouse company, making a total of less than 100 such actions at law.

The Miller company's counsel consists of Caroline K. Kenworthy, Walter Biddle Saul and George C. Klauder. Attorney for the 4 insurance companies is Horace M. Schell, and the lawyer for the plaintiffs is Harry Shapiro.—*Lansing*.

Philadelphia Longshoremen Get Rise in Wages

A new contract negotiated with 25 shipping companies in Philadelphia, will give 5 cents an hour more to longshoremen, according to announcement by the International Longshoremen's Assn., AFL, on Jan. 6. The

PITTSBURGH, PA.

DUQUESNE WAREHOUSE CO.

Office: Duquesne Way and Barbeau St.
Merchandise Storage & Distribution

Members A. W. A.

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West Gen. Robinson & Scotland Street

Pool Car Distribution—Reconsigning, 24 Hour Service—
Trackage 40 Cars—Daily Service area—20,000 Sq. Miles—90
Company Owned Vehicles—Steel and Concrete Terminal
Cooling Room Space for Perishables.

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1917-19 Brownsville Road Pittsburgh, Pa.

Household Goods Storage

Consign shipments via PRR—Lake Erie RR—B & O RR
Long Distance Moving
Agents for Allied Van Lines, Inc.
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Members: P.W.A.—Pittsburgh W.A.—P.M.T.A.

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In the Heart
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TWO WAREHOUSES
17th AND PIKE STS.
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A Quarter of a Million Square
Feet of Space at Your Disposal.

COMPLETE TRUCKING
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POOL CAR DISTRIBUTION

P. R. R. SIDING

STORAGE-IN-TRANSIT PRIVILEGE

Also operators of

WHITE MOTOR EXPRESS CO.

100% Mack Equipment Established 1918

TERMINAL CO.

TRAFFIC
MANAGERS SAY

"I am greatly interested in the organization of an Institute of Traffic Management. I hope that you will keep the good work up, and that our efforts will bring about, along with the others, a realization of such an Institute as is proposed."

SCRANTON, PA.

R. F. POST

DRAYMAN & STORAGE WAREHOUSE

221 Vine St.

HOUSEHOLD STORAGE
MERCHANDISE STORAGE
LOCAL AND LONG DISTANCE MOVING
PRIVATE SIDING, D. L. & W. R. R.

POOL CARS
PACKING

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MERCHANDISE AND HOUSEHOLD GOODS
STORAGE POOL CAR DISTRIBUTION

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HOUSEHOLD GOODS PACKED, SHIPPED, STORED
LONG DISTANCE MOVING

Private Siding B. & O. R.R.

WILKES-BARRE, PA.

WILKES-BARRE STORAGE CO.

General Storage and Distribution

Prompt and Efficient Service
Storage-in-Transit and Pool Cars

19 New Bennett St.

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WILLIAMSPORT, PA.

WILLIAMSPORT STORAGE CO.

FIREPROOF BUILDING—416 FRANKLIN STREET
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MERCHANDISE STORAGE and DISTRIBUTION

HOUSEHOLD GOODS—DRAYAGE

IDEAL DISTRIBUTING POINT FOR CENTRAL PENNSYLVANIA

PROVIDENCE, R. I.

CADY MOVING & STORAGE CO.

FIREPROOF WAREHOUSE

Storage, Moving, Shipping
80-90 Dudley St.

Member National Furniture Warehousemen's Assn.
Agent for Allied Van Lines, Inc.



PROVIDENCE, R. I.

Terminal Warehouse Company of R. I., Inc.

Storage all kinds of General Merchandise, Pool Car
Distribution. Lowest Insurance.

Trackage facilities 50 cars. Dockage facilities on
deep water.

Shipping directions South Providence, R. I.

TRAFFIC
MANAGERS SAY

"You should have the whole-hearted
gratitude of all Traffic Men for having
taken hold of this project in such an effi-
cient and effective manner."

contract covers 2,166 men, who continue working an 8-hr. day and a 44-hr. week. Both deep-sea and coast-wise ships are included in the agreement.—Lansing.

Navicerts

Treasury Department officials continue to withhold assurances to trans-Atlantic steamship operators that required filing of a British government navicert before steamship lines will accept freight shipments, is not in violation of the shipping act of 1916.

Under Section 36 of the law, the Secretary of the Treasury is authorized to refuse clearance to any vessel in all instances where there is reason to believe that the master or owner refused to accept cargo for scheduled ports of discharge if vessel space for such cargo was available at the time of tender.

According to Treasury Department officials, Congress in writing the 1916 shipping act and Section 36 in particular had in mind British supervision over cargo from the United States to European neutrals. Attorneys of the department declare that unless shippers protest, they will not order refusal of clearance to any vessel whose cargo was covered by navicert certificates prior to acceptance by the line.

The navicert is a certificate of navigation which states that the British approve the shipment and is evidence to any British contraband official that the cargo can be passed without detailed search.

Steamship officials whose ships go to European neutral nations feel that they should not be compelled to accept cargo whose inclusion in a manifest would result in the vessel being subjected to extended delay at a British control port.

Personnel

(Continued from page 20)

The College of Advanced Traffic, 330 So. Wells St. Chicago, announces the appointment of William J. Knorst as Dean of the College, effective Jan. 1, 1946, succeeding Rob't J. McBride who has accepted a position in Washington D. C. Mr. Knorst comes to the College with a background of 35 yrs. of experience in traffic and transportation matters, part of which was gained while serving in various capacities in the traffic departments of the U. S. Steel Corp.'s subsidiary companies. Following this, he served as director of the traffic bureau of the 135 companies formerly known as the Insull Group; as vice-president of the Coordinated Transport, Inc., and as assistant vice-president of the Chicago, South Shore and South Bend R.R. For the past 6 yrs. he has been employed as general traffic manager of Commonwealth Edison and associated companies in Illinois, and the Midland United Companies of Indiana & Ohio.

R. C. DeKroyft, traffic consultant, Newark, N. J., has been elected to the presidency of the New Jersey Industrial Traffic League. The election took place Dec. 28. Others elected were as follows: for vice-president, W. W. Weller, eastern traffic manager, Weyerhaeuser Timber Co., Newark; for treasurer, W. J. Nicoll, J. E. Knight-Hall and Carlton, Inc., Elizabeth; members of the executive committee, P. J. Gorman, traffic manager, RCA Radiotron Co., Harrison, and Milton Goldstein, traffic manager, Healthaids, Inc., Jersey City.

J. J. Dee, general traffic manager, Anderson, Clayton and Co., has been elected president of the Traffic Club of Houston. E. O. McCord, division freight agent, M-K-T Lines, is the first vice-president; William Grave, traffic manager, Houston Milling Co., second vice-president; E. L. Williams, general manager, Lone Star Package Car Co., treasurer; and W. E. Schubert, traffic manager, Bering-Cortes Hardware Co., secretary.

CHARLESTON, S. C.

Charleston Warehouse and Forwarding Corp.

Merchandise Storage and
Distribution of Pool CarsModern Concrete Warehouse. 100,000 Square Feet of Storage Space.
Private Tracks Connecting with All Railroad and Steamship Lines.
Motor Truck Service.

Members of the American Chain of Warehouses, Inc.

COLUMBIA, S. C.

Carolina
Bonded
Storage Co.BONDED
COMPLETE STORAGE FACILITIES
for MERCHANDISE &
HOUSEHOLD GOODS.Pool Cars Handled. Household Goods
Transferred. Long Distance Trucking.

Member of A.W. Ins.—MayWA 700 Block College



President Al. Warn of the Alumni Assn. of Traffic Managers Institute of New York, issued a proclamation to the members in which they were ordered to celebrate Christmas 1 wk. and 2 days earlier than designated by general custom. As a result, a command performance of "Mirth and Happiness Unrestrained" was held in the Oxford Room of the Hotel Piccadilly on Dec. 16. The members were required to bring toys and small useful articles for distribution among the less fortunate. This custom has been an annual event.

W. H. Forbes, of the General Accounting Office, was elected president at the annual meeting of the Federal Transportation Assn., Washington, held Dec. 12. The members of this group are transportation technicians in the Federal service. G. B. Randolph, of the Procurement Div., Treasury Dept., was elected 1st vice-president. E. C. Andes of the I.C.C. was elected 2nd vice-president. Other officers are as follows: secretary, J. H. John, Army Finance Office; treasurer, C. E. Milford, Army Finance Office; and financial secretary, G. A. Rausch, General Accounting Office. W. E. Hayghe, chief of the Federal Traffic Section, Procurement Div., was the president last year.

R. P. Wood is proprietor of the newly organized Wood Van and Storage Co., 133 So. Greenleaf St., Whittier, Cal.—*Brothers.*

E. C. Lowery, manager of the Alabama Transfer & Warehouse Co., Montgomery, evidently knows horses as well as vans. He has been enrolled as a charter member in the newly-organized Belvedere Riding Club, Montgomery.—*M. Smith.*

George F. Becker, Tooker Storage and Forwarding Co., Chicago, was elected president of the Illinois Association of Merchandise Warehousemen at the recent meeting at the Chicago Athletic Club. W. H. Verrall, Railway Terminal and Warehouse Co., was elected vice-president and H. F. Pratt, Central Storage and Forwarding Co., treasurer. Directors are as follows: F. D. Bateman, Griswold-Walker-Bateman Co.; H. D. Crooks, Crooks Terminal Warehouses, Inc.; Elmer Erickson, Midland Warehouses, Inc.; W. W. Huggett, North Pier Terminal Co.; R. H. Lumpp, Currier-Lee Warehouses, Inc.; F. E. Moffett, Wakem and McLaughlin, Inc., and S. A. Smith, Anchor Storage Co.

Louis Neilsen has become traffic manager of North Pier Terminal Warehouses, Nos. 18 to 25, Chicago. Mr. Neilsen has been with the company since 1922 and has worked up to his present position from a handyman.

Leroy Schweweke was re-elected president of the Houston Warehouse & Transfermen's Assn. at its annual meeting the early part of December. All other officers

GREENVILLE, S. C.

"The Heart of the Piedmont"

TEXTILE WAREHOUSE CO.

Est. 1923

511-13-15 Rhett St.

GENERAL MERCHANDISE—H.H.G. STORAGE

Pool Car Distribution—Motor Truck Service

Low Insurance Rate

Private Siding



KNOXVILLE, TENN.

FIREPROOF STORAGE & VAN COMPANY, Inc.

201-211 Randolph St., Knoxville, Tennessee

135,000 square feet on Southern Railway tracks.

Equipped with Automatic Sprinkler

Insurance at 12c. per \$100.00 Household goods shipments
per annum. solicited. Prompt remittances
Pool Cars distributed. made.MEMBERS American Warehousemen's Ass'n
PROMPT AND EFFICIENT SERVICE

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"Good housekeeping, accurate records,
Personal Service"Located in the center of the Jobbing &
Wholesale DistrictSprinklered Low Insurance
Private R. R. siding Perfect service

MEMPHIS, TENN.

W. H. DEARING, General Manager

John H. Poston Storage Warehouses

ESTABLISHED 1894

671 to 679 South Main St.

Insurance Rate \$1.20 per \$1,000 per Annum Distribution a Specialty.
Merchandise storage, dependable service, free switching, Local cartage delivery,
Illinois Central and Cotton Belt Railway tracks. Automatic sprinkler.

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UNITED WAREHOUSE & TERMINAL CORP.

Warehouse No. 1

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137 E. Calhoun Ave.

138-40 St. Paul Ave.

Memphis, Tennessee

Storage (Mds.)—Pool Car Distribution—Local delivery service—Office Space.
In the heart of the wholesale district and convenient to Rail, Truck and express
terminals. Eight car railroad siding—(N.C.&S.T.L. and L.&N.)—Reciprocal switch-
ing. Represented by Distribution Service, Inc. Member of A.W.A. and M.W.A.

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MERCHANDISE
WAREHOUSE.
RAIL, TRUCK
AND RIVER
TERMINAL.

NASHVILLE, TENN.

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Central Van & Storage Co.

MERCANTILE AND HOUSEHOLD STORAGE

WAREHOUSE STOCK and POOL CAR DISTRIBUTION

Fire Proof Warehouse Space—Centrally Located

NASHVILLE, TENN.

ESTABLISHED 1886

THE PRICE-BASS CO.

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MERCHANDISE STORAGE

Automatic Sprinklered—Spot Stock and Pool Car Distri-
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AMARILLO, TEXAS

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Armstrong Transfer & Storage Co., Inc.

First and Pierce Sts.

Distributors of Merchandise
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Amarillo and Lubbock, Texas

Contract operators for all rail lines and Universal Carloading and
Distributing Company.Member Southwestern Warehouse & Transfomers' Association—
American Chain of Warehouses

BEAUMONT, TEXAS

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Beaumont, Texas

Merchandise and Household Goods
Warehouse, Concrete Construction
30,000 Sq. Ft. Distribution of Pool Cars
Transfer Household Goods

Agent for A.V.L. Member of N.F.W.A.—S.W.&T.A.

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private side and free switching to Dallas' eleven Trunk Line Railroads—in Dallas,
Binyon-O'Keefe is best prepared to serve you.For 60
Years**BINYON-O'KEEFE**For 60
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Associated with Distribution Service, Inc.

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(Established 1875)

**DALLAS TRANSFER AND
TERMINAL WAREHOUSE CO.**

Second Unit Santa Fe Building, Dallas, Texas

Modern Fireproof
Construction—
Office, Display,
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Warehouse Space

Operators of the
Lone Star Package Car
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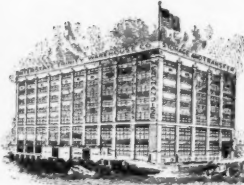
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Southwest Warehouse & Transfomers' Assn., Rotary Club



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Interstate-Trinity Warehouse Company

301 North Market Street, Dallas

Merchandise Storage and
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Moving & Packing

Long Distance Hauling

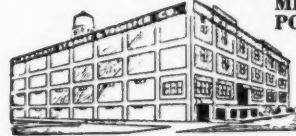
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11 WEST 42ND ST., PENN. 6-0968 1525 NEWBERRY AVE., MON. 5531**TRAFFIC
MANAGERS SAY**

"It is a grand job you are doing in taking up
and so thoroughly wielding the cudgel in be-
half of Traffic Management. The attention you
are directing to the subject through the columns
of your valuable publication, augmenting the work
being undertaken in the various states to bring
about legal recognition of the profession, merits the
plaudits of every experienced and qualified Traffic
Manager."

DALLAS, TEXAS

**SPECIALIZING
MERCHANDISE STORAGE
POOL-CAR DISTRIBUTION**SERVING THE GREAT
SOUTHWEST AREA
EVERY ACCOUNT IS
PERSONALLY SUPERVISED
BY THE MANAGEMENT**KOON-McNATT STORAGE & TRANSFER CO.**

911 MARION ST.

CONTRACT OPERATORS
FOR ALL RAIL LINES AND
UNIVERSAL CARLOADING
& DISTRIBUTING COMPANYOver 10,000,000 Pounds of Freight
Handled Monthly for Dallas
Shippers

DALLAS, TEXAS

A Complete Merchandise Warehouse Service
**COLD STORAGE—MERCHANDISE STORAGE
YARD STORAGE—RENTALS****MAAS-MORGAN WAREHOUSE, INC.**Houston Street at McKinney Avenue. 1917 North Houston Street.
703 McKinney Avenue, Dallas, Texas.The business address of a number of the largest manufacturers in the world. A
splendid modern plant. A strategic distribution center. A highly specialized
organization placing at your command the finest SERVICE that skill and willing-
ness can offer.

DALLAS, TEXAS

Merchants Cold Storage of Dallas

Bonded

470,000 Cu. Ft. Cold Storage Space
Pool Car Distribution

1301-7 Broom St.

P. O. Box 5088

DALLAS, TEXAS

**TEXAS AND PACIFIC
TERMINAL WAREHOUSE CO.**MERCHANDISE STORAGE—POOL CAR DISTRIBUTION
AIR CONDITIONED OFFICE AND WAREHOUSE SPACE
Low Insurance Rate Efficient ServiceCOOLER ROOM SPACE
Warehouse also in Ft. Worth

were also re-elected, Lee Schaper as vice-president in
charge of the merchandise division, Julius Wyler, Jr.,
as vice-president in charge of the household goods divi-
sion, Courtney Smith as vice-president in charge of the
hauling division, Dan Dalbert as secretary, and Jules
de la Moriniere as treasurer.

T. B. Dynes, Williamette Hyster Co., was elected
president of the Portland (Ore.) Industrial Traffic
Club at its recent meeting. Other officers elected are
as follows: vice-president, Stanley Sorensen, Crown
Mills; secretary, Robert Martin, Olds Wortman & King;
and treasurer, Jack Meyers, W. P. Fuller & Co.

Obituary**Frank A. Kelly**

FRANK A. KELLY, 69, for the past 41 yrs. identified
with the transportation industry and more recently
with *DandW* as a special representative, died Jan. 17
at his home in Mount Vernon, N. Y. Mr. Kelly was
born in 1870 in Greenwich Village, New York City.

His first position was with the Meriden Silver Co.
From 1898 to 1912 he was executive freight agent of
the Carnegie Steel Co., Pittsburgh. During the next
3 yrs. he was coastwise freight agent for the U. S.
Steel Products Co. at New York. From 1915 to 1921
he was freight manager and director of the American

Steel Export Co., New York. Later he became the New York Canal and Great Lakes freight agent and operated the Atlantic States Lines, Philadelphia. He is survived by a daughter, Mrs. Frank Merritt, of Mt. Vernon.

Thomas H. Hanrahan

THOMAS H. HANRAHAN, president of the Buffalo Freight Terminal Warehouse Co., Buffalo, N. Y., died Jan. 10 of a cerebral hemorrhage. He was 64 yrs. old.

Mr. Hanrahan served 2 terms as president of the Buffalo Chamber of Commerce, was a member of the Niagara Frontier Bridge Commission and former chairman of the Buffalo Harbor Improvement Committee.

During the World War, when insufficient railroad cars were available to transport automobiles from the factories to the dealers, Mr. Hanrahan promoted the still existing plan of shipping them on Great Lakes boats from Detroit and driving them from Buffalo to their destinations.

Robert Ruffin

ROBERT RUFFIN, 66, for the past 5 yrs. district manager of the Douglas-Guardian Warehouse Corp., and previously for many years connected with Memphis, Tenn., cottonseed products firms, serving as president of Memphis Merchants Exchange in 1914, died Jan. 4 at his home, 1579 Vinton Ave., after an illness of 5 weeks.—Grissam.

Arthur W. Seear

ARTHUR W. SEAR, manager 24 yrs. of the Mack Avenue warehouse of the Riverside Storage & Cartage Co., Detroit, died Dec. 3. He was 51 yrs. old. He was a senior warden of the Detroit Lodge No. 2, F. & A. M. He is survived by his wife and daughter.—Reves.

W. H. Chandler

W. H. CHANDLER, manager of the traffic bureau of the Merchants Assn. of New York, died Dec. 2. He was born in 1872. His early career was in rail service. Later he became identified with the transportation bureau of the Boston Chamber of Commerce. He was also manager of the traffic bureau of the Merchants Assn. of New York in 1924. He became president of the National Industrial Traffic League, 1919-1922. He was also eastern traffic assistant on the staff of Joseph B. Eastman when the latter was Federal Coordinator of Transportation.

Elbert R. McCoy

ELBERT R. MCCOY, 69, manager of the Kent Storage Co., Grand Rapids, Mich., for 27 yrs. until his retirement 3 yrs. ago, died unexpectedly Dec. 28 of a heart attack. He was a member of Doric Lodge and was a past chancellor of the local lodge of the Knights of Pythias. Surviving are his wife, a daughter, and several nieces and nephews.

Henry Weil

HENRY WEIL, 80, founder and president for 41 yrs. of the Weil Fireproof Warehouse Co., Cincinnati, died Dec. 27, following a fall at his home in which he fractured his right hip. He founded the company in 1898. Surviving are 2 daughters, 3 sons, and 2 grandsons.

(Concluded on page 76)

EL PASO, TEXAS

International Warehouse Co., Inc.
1601 Magoffin Ave. El Paso, Texas
Lowest Content Insurance Rate
Fireproof Storage of Household Goods, Autos & Merchandise. State and Customs Bonded. Private Trackage—T. & P. and So. Pac. Rys. Pool Car Distribution—Motor Truck Service. Incorporated in 1920
Members—NFWA—SWTA—Agent for Allied Van Lines, Inc.

FORT WORTH, TEXAS

In Fort Worth It's Binyon-O'Keefe
With three warehouses having a total of 250,000 square feet of floor space; with our private side and free switching to Fort Worth's eleven Trunk Line Railroads—in Fort Worth, Binyon-O'Keefe is best prepared to serve you.



For 60
Years

BINYON-O'KEEFE
Fireproof Storage Co.
Fort Worth

For 60
Years



Associated with Distribution Service, Inc.

FORT WORTH, TEXAS

A Complete Merchandise Warehouse Service
MERCHANDISE STORAGE — COLD STORAGE — POOL CAR DISTRIBUTION — FRISCO R.R. SIDING MODERN — FIREPROOF WAREHOUSE
JOHNSON STORAGE & DISTRIBUTING CO., INC.
AND
JOHNSON MOTOR LINE
801 W. VICKERY BLVD. FT. WORTH, TEXAS

FORT WORTH, TEXAS

Agents—ALLIED VAN LINES, INC.

Storage, Cartage, Pool Car Distribution



O. K. Warehouse Co., Inc.
255 W. 15th St., Fort Worth, Tex.



FORT WORTH, TEXAS

**TEXAS AND PACIFIC
TERMINAL WAREHOUSE CO.**
MERCHANDISE STORAGE—POOL CAR DISTRIBUTION
OFFICE AND DISPLAY SPACE
Low Insurance Rate Efficient Service
A MODERN WAREHOUSING PLANT
Members AWA—SWA Warehouse also in Dallas

HOUSTON, TEXAS

**BINYON-STRICKLAND
WAREHOUSES, INC.**
Merchandise Storage — Pool Car Distribution
Centrally Located — Lowest Insurance Rate
Private Siding Southern Pacific Ry. Co.
Goliad & Morin Sts. Houston

HOUSTON, TEXAS

Better Warehousing in HOUSTON
We operate a modern low insurance rate warehouse in the center of the wholesale, jobber, rail and truck terminal district. Most conveniently located for interior jobbers' trucks; well trained personnel; cooler space.
HOUSTON CENTRAL WAREHOUSE CO.
Commerce and San Jacinto Houston, Texas

Represented by
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO
11 WEST 42ND ST. PHON 6-0946 1515 NEWBERRY AVE. MON 5531

HOUSTON, TEXAS

Houston Terminal Warehouse & Cold Storage Company
General Storage Cold Storage U. S. Custom Bonded
Pool Car Distribution
Office Space Display Space Parking Space
Lowest Insurance Rate

New York Representative
Phone PLaza 3-1235

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Phone Harrison 1496

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PATRICK TRANSFER & STORAGE CO.

Merchandise and Household Goods Storage
Pool Car Distribution



Shipside and Uptown Warehouses

Operators—Houston Division
Lone Star Package Car Co.



1302 Nance St. Agents for Allied Van Lines, Inc. Members N.F.W.A. State and Local Assn.

HOUSTON, TEXAS

T. P. C. Storage & Transfer Company, Inc.
Commercial Storage

OFFICE SPACE PARKING SPACE
MANUFACTURERS AGENTS
POOL CAR DISTRIBUTION

HOUSTON, TEXAS

W. E. FAIN, Owner and Manager
Established 1901

TEXAS WAREHOUSE COMPANY

Thirty-eight Years
Under Same Continuous Management

MERCHANDISE EXCLUSIVELY

Pool Car Distribution Sprinklered Throughout
A.D.T. Supervised Service

HOUSTON, TEXAS

Agent for Allied Van Lines, Inc.

UNION Transfer & Storage Co.

1113 Vine St. P.O. Box 305
Forwarding and Distributing



MERCHANDISE STORAGE

Warehouses Sprinklered Throughout.
Supervised by A.D.T. Service.

SERVICE THAT COUNTS



HOUSTON, TEXAS

UNIVERSAL TERMINAL WAREHOUSE CO.

Merchandise Storage — Pool Car Distribution

— U. S. Customs Bonded —
— Office Space —

New York Representatives:
DISTRIBUTION SERVICE, INC.
100 Broad Street

Chicago Representatives:
DISTRIBUTION SERVICE, INC.
219 E. North Water St.

Members A.W.A. and State and Local Associations.

HOUSTON, TEXAS

BENJ. S. HURWITZ, Pres.

WESTHEIMER**Transfer and Storage Co., Inc.**

OVER 50 YEARS IN HOUSTON

Fireproof Warehouses

Merchandise & Household Goods Storage—Pool Car Distribution—
Lift Van Service—20 car lengths of truckage.

Agent for Allied Van Lines, Inc.

Members N. F. W. A.
State and Local Assn.



SAN ANTONIO, TEXAS

CENTRAL WAREHOUSE & STORAGE CO.

331 Burnett Street

MERCHANDISE EXCLUSIVELY

Pool Car Distribution—Complete Service
Distribution—Storage—Drayage
Inquiries Solicited

SAN ANTONIO, TEXAS

**MERCHANTS
TRANSFER & STORAGE CO.**

Merchandise

Household Goods

Complete Storage and Distribution Service
over 50 years of satisfactory service

Member of A.W.A.—N.F.W.A.—S.W.A.

**Southern Transfer, San Antonio,
Builds Freight Terminal**

The new freight terminal, recently completed for joint use by the Southern Transfer & Storage Co. and Brown Express, Inc., San Antonio, Texas, is outstanding in its design and construction. As the terminal adjoins the warehouse, both companies are therefore in a position to give the utmost in service.

Of particular interest is the loading platform. This is constructed of reinforced concrete and steel and is 50 ft. wide, 110 ft. long, and 42 in. above the pavement. The shed placed over the platform consists of a series of trusses supported on columns, the latter being set along the edge of the platform. The center span is therefore 50 ft.

It was desired that at least a 12-ft. clearance be had at the outer edge of the roof. This requirement, coupled with the minimum slope necessary for a corrugated iron roof, therefore meant that at the posts there be sufficient height of roof above the clearance so that a



cantilever truss could be constructed, extending out from the columns. These cantilever trusses are therefore run out as a part of 1 continuous truss to a distance of 40 ft. each side of the center span. The roof, then, has a spread of 130 ft., resting on 2 columns each bent 50 ft. apart, very much like an umbrella or wide extending canopy.

Probably the most unique feature of this roof is that all the trusses, of which there are 8, are made of pipe with electrically-welded connections at the several panel points of the trusses. The purlins, on which the galvanized iron roofing rests, are of pipe, as are also the struts of the wind bracing. The cross bracing, to resist wind, consists of round rods provided with turnbuckles so that this bracing can be kept taut.

The roof area is 130 ft. wide and 129½ ft. long. There are no columns in the outer edge; thus, trucks have a free way in approaching the platform. The columns supporting the trusses being placed at the 2 edges of the platform, 50 ft. apart, allow a clear platform opening free from obstructions.

Roof ventilators are placed along the ridge. The roof extends out at right angles from a previously-built reinforced concrete 2-story warehouse. The latter closes 1 end of the freight terminal. The other end is closed with a galvanized curtain wall extending up from the bottom chord of the cantilevered end truss.

Houston Trade Up

Houston port customs collectors report that last year the collections totaled \$2,122,382, as compared with \$2,023,023 in 1938. They were, however, below the 1937 collections of \$3,289,776. December's collections of \$296,859 represented an increase over those of the preceding month as well as for the corresponding month last year. The increase in the collections was accounted for largely by the movement of a much larger volume of dutiable merchandise in the port's import trade, as it is from the collection of duties from which the bulk of the money is derived.

**Maas-Morgan Property
Has New Owner**

Announcement of the sale of the buildings occupied by the Maas-Morgan Warehouse, Inc., Dallas, Tex., to Austin E. Callahan of Kansas City, for \$350,000 was

SAN ANTONIO, TEXAS

Muegge-Jenull Warehouse Co.
BONDED FIREPROOF

**POOL CAR DISTRIBUTORS
STORAGE AND DRAYAGE**
Dependable Service Since 1913

SAN ANTONIO, TEXAS

Agent for Allied Van Lines, Inc.

Scobey Fireproof Storage Co.

**HOUSEHOLD - - - - - MERCHANDISE
COLD STORAGE - - - - - CARTAGE
DISTRIBUTION**

INSURANCE RATE - - - 10c

Members of 4 Leading Associations

SAN ANTONIO, TEXAS



SOUTHERN TRANSFER & STORAGE CO.

Specialists in Merchandise Distribution

FIREPROOF BONDED STORAGE

**U. S. Customs Bonded Warehouse—
Cartman's Permit No. 1**

TYLER, TEXAS

Tyler Warehouse and Storage Company

Bonded under the Laws of Texas

**General Storage and Distribution from the Center of East
Texas. Specializing in Pool Cars Merchandise.**

made Jan. 8, by John W. Payne, secretary-treasurer of The Praetorians, an insurance company, of Dallas.

The warehouse which occupies 5 blocks in the city's industrial area at the foot of McKinney Avenue, was originally the home of the Dallas Brewery. With the coming of the prohibition era, the property was converted into merchandise and cold storage warehouses.

The transfer of this property will in no way affect the operation of the Maas-Morgan, Inc. warehouse, as it has a long term lease on the property.—Smith.

**Reduced Rates on Fruits
from Rio Grande Valley**

Relief for citrus growers of the Rio Grande Valley was granted by the Interstate Commerce Commission, Jan. 2, in promulgating reduced freight rates on such shipments moving to New Orleans from Texas, with the exception of Eagle Pass and El Paso.

The Rio Grande Valley is in differential territory and the reduced rates are approved to enable the railroads to move citrus fruits from Texas producing territory to New Orleans in competition with fruit from Florida without reducing the present rates at intermediate points on the railway lines not affected by the Florida competition.—Smith.

**Airplane in Motor
Freight Service**

Commercial Motor Freight, Inc., Columbus, Ohio, has added an airplane to the equipment of its sales service department, making it possible for the company to have a representative in the shipper's office within a short time after a service request has been made. The plane is one of the 40 aircraft participating in an All-Ohio Air Tour, visiting various Ohio cities.—Kline.

VICTORIA, TEXAS

Specialists In

**General Merchandise Storage—
Forwarding—Pool Car Distribution**

Public bonded warehouses in Corpus Christi on Sou. Pas. and Harlingen on Mo. Pac. R.R.'s. Common carrier motor freight service for Houston, San Antonio, Austin, Hockleyville and Rio Grande Valley. Expert handling. S.W.A. members.

ROBINSON WAREHOUSE & STORAGE COMPANY

General Offices: 1500 Tiger St., Corpus Christi

OGDEN, UTAH

Member of A.W.A.

Western Gateway Storage Co.

Warehousing in all its branches

POOL CAR DISTRIBUTION

MERCHANDISE AND COLD STORAGE

Ogden is the Gateway to the Inter-mountain West

SALT LAKE CITY, UTAH

CENTRAL WAREHOUSE

Fireproof

Sprinklered

Insurance rate 18c. Merchandise Storage. Pool Car Distribution.

Office Facilities.

Member A. W. A.

SALT LAKE CITY, UTAH

Merchandise Storage and Distribution

Over 1,000,000 cubic feet reinforced Concrete Sprinklered Space

Insurance Rate 13 Cents

JENNINGS-CORNWALL WAREHOUSE CO.

Salt Lake City, Utah

Represented by

DISTRIBUTION SERVICE, INC.

New York—Chicago—San Francisco

SALT LAKE CITY, UTAH

Merchandise—Storage—Distribution—Service

M. A. KEYSER FIREPROOF STORAGE CO.

328 West 2nd South



72,000 square feet space. Reinforced concrete and brick with office or desk space, also U. S. Customs bonded space. In center of jobbing district. Free switching. Private siding. 30 years' unsurpassed service. Specialists in distribution. Our receipts accepted as collateral by banks for mds. in storage. Free P. & D. service over rail and truck lines. Member AWA—NFWA—UWA—AWI



SALT LAKE CITY, UTAH

"This is the Place"

FOR BETTER SERVICE

SECURITY STORAGE & COMMISSION CO.

230 S. 4TH WEST STREET

Over 32 Years' Experience

Merchandise Warehousing - Distribution

Sprinklered Building - Complete Facilities

Lowest Insurance Cost - A.D.T. Watchman Service

Office Accommodations - Display Space

Represented by American Chain of Warehouses, Inc.

**New York Chicago
250 Park Ave. 53 W. Jackson Blvd.**

MEMBER:

A.W.A.—U.W.A.

**TRAFFIC
MANAGERS SAY**

**"Without your enthusiastic help and
the splendid work being done by Mr. F.
A. Keeling, it is doubtful that such prog-
ress could have been made."**

NORFOLK, VA.

HOUSEHOLD AUTOMOBILE STORAGE

NEW-BELL STORAGE CORPORATION
NORFOLK, VIRGINIA

MODERN SPRINKLER EQUIPPED WAREHOUSE
50,000 SQUARE FEET PRIVATE RAIL SIDING
Lowest Insurance Rate in Norfolk. Pool Car Distribution
WE SPECIALIZE IN MERCHANDISE STORAGE
AND DISTRIBUTION

AGENTS AERO MAYFLOWER TRANSIT COMPANY
Member M.W.A. & S.W.A.

NORFOLK, VA.

Serving—Va. Beach, Ft. Monroe, Newport News, Williamsburg
and Tidewater Virginia.

Security Storage and Van Corp.
530 FRONT STREET

Norfolk's Finest Fireproof Furniture Warehouse
Motor Van & Lift Van Service
Collections — Distribution

Members—NAT'L F.W.A.—ALLIED VAN LINES

NORFOLK, VA.

Established 1892

**SOUTHGATE
STORAGE COMPANY, Inc.**

For economical storage and distribution
you will want to know more about our
individualized services. Our fireproof
warehouses are in the Southgate Terminal,
on the waterfront and in the center of
Norfolk's wholesale district. Served by
all rail, water and motor lines.

MEMBER:
A.C.W.
A.W.A.
S.W.A.
U.S.C. of O.

Write for Booklet—"7 POINT DISTRIBUTION"

RICHMOND, VA.

62 Years of Uninterrupted and Expert Service

BROOKS TRANSFER and STORAGE CO., Inc.
1224 W. Broad Street, Richmond, Va.

Three Fireproof Storage Warehouses—810,000 Cubic Feet Floor Space—Automatic
Sprinkler System—Low Insurance Rates—Careful Attention to Storage—Packing and
Shipping of Household Goods—Private Railroad Siding—Pool Car Distribution—
Motor Van Service to All States—Freight Truck Line.

Member of N. F. W. A.—A. V. L.—A. T. A.

RICHMOND, VA.

DILLARD CARTAGE CO.
Freight Hauling — Contractors Hauling

Specializing in
Pool Car Distribution

Quick Handling of Stop Over Cars—Prompt Returns
Complete Facilities for Motor Freight Lines

RICHMOND, VA.

THE W. FRED. RICHARDSON
Security Storage Corporation

STORAGE
HOUSEHOLD
GOODS

PACKING FOR SHIPMENT

OBJECTS OF ART
FURS - RUGS
VALUABLES

Local and Long Distance Movements
ESTABLISHED 1897

Agent for Allied Van Lines, Inc.

RICHMOND, VA.

160,000 Sq. Ft. Space

VIRGINIA BONDED WAREHOUSE CORPORATION
ESTABLISHED 1908 1709 E. CARY ST.

U. S. BONDED & PUBLIC WAREHOUSES
MERCHANDISE STORAGE & DISTRIBUTION
INSURANCE RATES 20c PER \$100 PER YEAR

Member A.W.A.
BUILDINGS SPRINKLERED

ROANOKE, VA.

H. L. LAWSON & SON
Finance and Storage

**Pool Car Distributors
General Merchandise Storage**

421-25 EAST CAMPBELL AVE
ROANOKE, VIRGINIA

ROANOKE, VA.

ROANOKE PUBLIC WAREHOUSE

Capacity 500 Cars Automatic Sprinkler
Private Railroad Siding Accurate Accounting

We make a Specialty of Storage and Pool Car Distribution
for Agents, Brokers and General Merchandise Houses

Member of American Chain of Warehouses

Obituary

(Concluded from page 73)

Elmer E. Reynolds

ELMER E. REYNOLDS, 77, founder and former owner of the Rock Island Transfer & Storage Co., died Dec. 20 at his home in Rock Island, Ill., after a protracted illness. Mr. Reynolds sold the transfer firm to the present owners in 1917.

John H. Lamphear

JOHN H. LAMPHEAR, traffic manager of the Industrial Paper Co., 615 W. Pratt St., Baltimore, one of the largest paper wholesalers in that area, died following a brief illness. He was 51 yrs. old. Mr. Lamphear was also secretary of the Traffic Club of Baltimore, to which post he had been elected 2 yrs. ago.—*Ignace.*

Harry E. Mahan

HARRY E. MAHAN, 55, traffic manager of the Adams Transfer & Storage Co., Kansas City, Mo., died Dec. 14.—*Force.*

General Warehouse & Distrib.,
Memphis, Leases Space

General Warehouse & Distributing Co. has leased northwest corner South Front & Nettleton Ave., Memphis, Tenn., 3-story and basement, containing 72,000 sq.ft.—*Grissam.*

No Can Opener Needed

A can that needs no opener, the thumb doing the trick, is the latest thing on the market. It is the invention of the U. S. Can Corp., Brooklyn, N. Y. and consists of a U-shaped incision in the lid with a coating on the inside of the lid of a special lacquer, capable of withstanding processing temperatures and pressures as well as vacuum. Ordinary pressure with the thumb is sufficient to break the plastic seal and push in the "tab," as in the case of a beer can.

A variant of this closure in which the tab opens outwardly with the aid of a pulling-ring is utilized on cans serving as containers for vegetables and other products requiring larger openings. In the case of coffee or cereals, where a re-use feature is desired, the tab is provided with a snap-back spring arrangement which automatically closes the lid after the desired amount of material has been withdrawn.

Paper containers are included in the scope of the invention, the plastic closure having an advantage for non-refillable containers such as motor oil paper cans in that there is no danger of a paper flap dropping into the oil.

Culbertson Heads University Warehouse, Seattle

Severance of connection of the Eyres University Warehouse with the Eyres Transfer & Warehouse Co., Seattle, Wash., was announced Jan. 13 by R. G. Culbertson, president. Save for the change in name, University Warehouse, and in stock ownership, there has been no reorganization. The company is adequately financed, it is stated.

The company has been appointed as the exclusive agent in Seattle of the Aero-Mayflower Transit Co. The warehouse specializes in the moving and storage of household goods and the commercial accounts in the University district. The new organization contemplates city-wide extension with a general warehousing and distribution system.—*Littlejohn.*

System, Seattle, Adds Land

While no immediate plans for expansion and development have been announced, the System Transfer & Storage Co., Seattle, Wash., has just purchased the southwest double corner of 2nd Avenue and Cedar Street, which adjoins the warehouse. This property, 120 by 108 ft., gives the company possession of the full 1/2 block, inasmuch as 2 yrs. ago the company purchased the northwest corner of 2nd Avenue and Vine Street, adjoining the south side of the warehouse. Later, a brick addition was erected.—*Littlejohn.*

City Warehouse, Bluefield,

W. Va., Adds to Space

The City Warehouse Co., Inc., Bluefield, W. Va., will erect a \$40,000 building east of the N & W freight terminal. The 2-story building will be of brick construction, 100 by 100 ft.

The 190-yr. old town of Alexandria, Va., 5 miles from Washington, was re-established as a maritime port December with the arrival of the 6,200-ton freighter, S/S 'Markland,' with a cargo of Canadian newsprint for The Washington Post, previously discharged at Baltimore and trucked to Washington. This shipment was delivered directly into a new \$45,000 steel and concrete storehouse of the Robinson Terminal Warehouse and eventually delivered by motor truck to the newspaper printing plant as needed. Repeat cargoes follow monthly for the same consignee.

The terminal facilities available to all shippers give Washington deep sea dockage, the Potomac channel being 26 ft. at that point.

4% Increase in 1939

Food Tonnage

The aggregate consumption of foods in 1939 was up about 4 per cent in tonnage. Dollar volume of sales to consumers was retarded to some extent because of lower prices for meats and pressure on retail prices in many large centers from super-market competition.

1 3/8 % of Merchant Ships Sunk

A total of 252 merchant ships, or 1 1/8 per cent of the world's merchant shipping has been sunk since the European War started, according to a Jan. 2 news item. The total tonnage was put at 960,012.

Great Britain lost 121 ships of 456,129 gross tons, or 2 1/2 per cent of its merchant tonnage. Germany lost 25 ships of 68,566 tons, or 3.4 per cent. Sweden lost 25, of 34,629 tons, or 2 per cent. France lost 13, of 63,136 tons, or 2 per cent. Denmark lost 10, of 24,733 tons, or 2 per cent. Greece lost 9, of 42,686 tons, or 2 1/2 per cent and Holland 9, of 39,897 tons, or 1.3 per cent.

SEATTLE, WASH.

EYRES TRANSFER & WAREHOUSE CO.

A Seattle institution—51 years of outstanding service

Cartage — Distribution — Storage
Highest financial rating; new fireproof, sprinklered buildings; lowest insurance rate (10.2¢); modern equipment.
"The Shippers' Open Door to Alaska and the Orient"

SEATTLE, WASH.

J. R. GOODFELLOW, Pres.

OLYMPIC WAREHOUSE & COLD STORAGE CO.

MERCHANDISE STORAGE & DISTRIBUTION

1203 Western Avenue Seattle, Wash.
Cold Storage — Dry Storage — Rentals — Pool Car Distribution — Office Rentals
Fireproof, brick const.; Sprinkler system; Insurance rate: 12.8¢. Siding connects with all rail lines.
Bonded U. S. Customs; State License No. 2; State Liquor Control Board.
Member of A.W.A. (C.S.) Wash. State Whsmns. Assoc.

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NEW YORK ALLIED DISTRIBUTION INC. CHICAGO
11 WEST 42ND ST. PHN. 6-0068 1525 NEWBURY AVE. MOH.3531

SEATTLE, WASH.

Lloyd X. Coder, Pres.-Mgr.

Est. 1919

SYSTEM Transfer & Storage Co.

2601-11 Second Avenue

Warehousemen & Distributors of

General Merchandise and Household Goods
Office and Desk Space—Low Insurance Rates
Member—A.W.A.—W.S.W.A.—N.F.W.A.—S.T.O.A.

SEATTLE, WASH.

TAYLOR-EDWARDS Warehouse & Transfer Co., Inc.

Free switching service—Low insurance rates
Associated with leading warehouses through

DISTRIBUTION SERVICE, INC.

New York Chicago San Francisco
Members of—American Warehousemen's Assn.; Washington State Warehousemen's Assn.

SEATTLE, WASH.

UNITED WAREHOUSE COMPANY

1990 Alaskan Way

GENERAL MERCHANDISE STORAGE

100,000 sq. ft. capacity
Established 1900



POOL-CAR DISTRIBUTORS

U. S. Customs Bond
Free Switching

SPOKANE, WASH.

Millard Johnson Pres.

W. B. Fobin Secy.

Consign to

SPOKANE TRANSFER & STORAGE CO.

308-316 Pacific Ave.

Merchandise Department

Largest Spot-Stocks in the
"Inland Empire."
(67,000 sq. ft.)

Household Goods Dept.
Assembling and distribution of
pool and local shipments
Agents for JUDSON

Member of A.W.A.—American Chain of Warehouses

TACOMA, WASH.

Pacific Storage & Transfer Co.

Member

Drayage, Storage & Distribution



Forward your Stop in Transit and Pool Cars in our Care (Free Switching). Located in Center of Wholesale District, 18th & Broadway.

Member A.W.A.—Wash. State Assn.

HUNTINGTON, W. VA.

Our Government, City and County, have at this time about ten million dollars in various projects in city and county under construction. This is all in addition to industrial payrolls. Don't you want to get your share of this business? Our warehouse is the open door. Don't forget—five million population can be served over night through our warehouse.

The W. J. Maier Storage Co.

APPLETON, WIS.

Owner, Harry H. Long

Est. 1920

HARRY H. LONG MOVING & STORAGE
MERCHANDISE - HOUSEHOLD GOODS - MOTOR FREIGHT

Pool Car Distribution

Sales Representation

Brick building equipped for economical storage and distribution. Reached by C&NW - Soc-CM&StP.
Motor Freight Terminal Members of WisWA-N.F.W.A.

115 So. Walnut St.

GREEN BAY, WIS.

Established 1903

LEICHT TRANSFER AND STORAGE CO.

121 South Broadway

Merchandise Distributors and Household Goods Forwarders.

Haulers of Cement and Contractors Equipment and Heavy Machinery to All Points.

U. S. Customs, Warehouse, State and Public Bonded.

Waterfront Facilities; Private Siding CB&W.

Wood Pulp a Specialty. Pool Car Distribution.

Members of MayWA-WisWA

MILWAUKEE, WIS.

★Atlas' complete warehousing and distribution facilities build good-will for you, with prompt, courteous service that pleases your customers and saves money for you.

- Private siding on C.M.St.P.&P.R.R.
- Over-night motor freight service to key markets.



United States Government Bonded. State of Wisconsin Licensed and Bonded.

ATLAS STORAGE CO.

Division of P&V-Atlas Industrial Center

710 W. VIRGINIA ST. MILWAUKEE, WISCONSIN

Represented by DISTRIBUTION SERVICE, INC.

New York-100 Broad Street

Chicago-219 E. North Water Street

San Francisco-625 Third Street

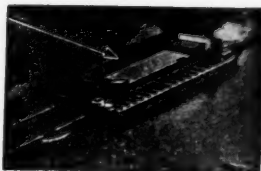
MILWAUKEE, WIS.

HANSEN STORAGE CO.

Largest in Wisconsin

18 WarehousesSpecializing in—
Merchandise Distribution and Complete Branch House Services**TRACK CAPACITY FOR 50 CARLOADS**
DEPENDABLE EXPERT QUICK SERVICE

ESTABLISHED 36 YEARS

850 Foot Dock

MILWAUKEE, WIS.

**LINCOLN**

FIREPROOF WAREHOUSE CO.
WAREHOUSE SERVICE OF EVERY DESCRIPTION
RAILROAD SIDINGS AND DOCKING FACILITIES
LOCATED IN HEART OF BUSINESS DISTRICT
OFFICES: 206 W. HIGHLAND AVE.
Member of A.W.A.—W.W.A.—N.F.W.A.

MILWAUKEE, WIS.

NATIONAL TERMINALS CORPORATION954 SO. WATER STREET
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Milwaukee's most modern and best located Waterfront Warehouse. Automobile storage. Warehousing on unit basis for spot stocks. Storage "In transit". Pool car distribution, Customs Bonded.

Member of A.W.A. & W.W.A.

MILWAUKEE, WIS.

National Warehouse Corporation

— STATE BONDED —

EVERY CONCEIVABLE WAREHOUSE & DISTRIBUTION SERVICE AFFORDED

"Milwaukee's Finest"

468 E. Bruce St., C. & N.W.R.R. Siding

Member—American Warehousemen's Ass'n.



MILWAUKEE, WIS.

TERMINAL STORAGE CO.

100-112 W. Seeboth St. — Phone Marquette 7091

Milwaukee, WisconsinCooler, Freezer and General Merchandise Storage
Deep Water Dock, Private Siding
on C.M.St.P. & P. R.R.

SHEBOYGAN, WIS.

MEMBER

**SHEBOYGAN****Warehouse & Forwarding Co.**

A Merchants & Manufacturers Warehouse

11th and Illinois Ave. Sheboygan, Wis.

Member of May. W.A. Wis. W.A.

WAUSAU, WIS.

WAUSAU SERVICE CO., INC.

Office and Warehouse, 122 W. Washington St.

TRUCKING — MOVING — STORAGE
POOL CAR DISTRIBUTION**New Terminal Is Proposed in Milwaukee**

Consolidation of the Milwaukee terminal facilities of the Chicago, Milwaukee, St. Paul and Pacific and the Chicago & North Western railroads, through the erection of a new rail-water terminal by a private corporation at a cost of \$10,000,000 is proposed by a civic committee which was appointed by the Milwaukee city council. The property owned by Allis-Chalmers Mfg. Co. and the 2 railroads on the south side of the city has been recommended as the site.

Conferences with railroad executives to discuss the proposal are planned soon. The present C. & N. W. tracks along Lake Michigan would be turned into a high-speed super-highway and both carriers would use the Milwaukee road's tracks, if the plan is adopted.

The site is close to the Milwaukee Harbor entrance and runs parallel to the nearby Milwaukee and Kinnickinnic rivers. The size was termed adequate for a new terminal, sheds, parking space and mercantile offices handling food supplies and package freight.

Hammes, Janesville, Wis.,**Has New Owner**

J. C. Manning of Madison, Wis. has purchased the George H. Hammes Transfer & Storage Co., Janesville, Wis. Mr. Manning will continue the present business and eventually hopes to branch into the wrecking and heavy machinery moving business.—W.T.N.B.

The Parade of New Products

(Continued from page 22)

National Distillers Products Corp. will spend approximately \$1,000,000 in expansions, including the extension of the bottling plant at the Old Overholt Distillery,

and W. February, 1940

Broad Ford, Pa.; a new 48,000-barrel warehouse at Carthage, O., plant; modernization of the Old Taylor Distillery, near Frankfort, Ky.; and additional bottling facilities at the Old Crow Distillery, near Frankfort. —Kline.

Deerfoot Farms Co., Southboro, Mass., has transferred its sales and delivery of sausage and bacon to its associate organization, Kraft-Phenix Cheese Corp., with headquarters at 138 Albany St., Cambridge. Deerfoot continues to manufacture at Southboro.

Vanti-Pa-pi-a Company, a subsidiary of the Hecker Products Corp., New York, has started bottling papaya beverage and syrup at Miami, Fla. The output is expected to reach 200,000 cases in the first year.

National Biscuit Co., New York, has added 100 per cent Bran to its cereal product line.

Redi-Rice Co., Houston, Texas, has added canned cooked rice, packed in 12-oz. cans to retail at an average of about 8 cents.

Natural Sugars, Inc., Chicago, which produces pure maple syrup and blends of cane and maple syrup for the grocery trade has opened a new plant at 1000 Ogden Ave. Plants are also located at New York City and Burlington, Vt. A. S. Ensler is general sales manager. General offices are in the Starrett-Lehigh building, New York.

Lever Brothers, it is reported, may bring out a new soap product, called Swan.

Standard Brands, Inc., New York, has introduced a new vitamin and mineral food for children, called Fleischmann's Fortivan. It is packaged in a cellophane-wrapped tray of four squares. It is being introduced at Binghamton, N. Y., Harrisburg, Pa., and Portland, Me.

Botany Mills, New York, hitherto exclusively a worsted fabric producer, has entered the cosmetic field with three products made of lanolin, a wool by-product. Botany cosmetics include soap, cleansing cream and salve.

Serv-Agen Corp., Philadelphia, has introduced canned "Instant Gravy." Mushroom, European style; and tomato, Italian style, come packaged in envelopes for counter display. The contents of each envelope make a serving of gravy for the average meal.

Beacon, Inc., Hyannis, Mass., has introduced in the East a number of canned seafoods, labeled "Capeland."

Raymond Products Co., Marion, Ohio, has introduced as the first in a series of Vita-Hi foods, a new product, B-Nuts, made from soya beans from which the oil has been removed to make a non-fattening, crisp and salted peanut-like tid-bit for cocktail parties, etc. These are packaged in transparent cellulose bags.

P. J. Ritter Co., Bridgeton, N. J., has introduced Tots desserts consisting of cooked tapioca and fruit juices packaged in jars. Six of these products, flavored by different fruits, come packaged as a unit which may be a display unit or a consumer unit.

Hirsch Bros. & Co., Louisville, Ky., is marketing canned "Paramount Vegetable Soup" in a 10-cent individual service for restaurants, tearooms and drug stores.

Afco Products Co., Lexington, Mass., has put on the market Casehard coating, a new material for the protection and decoration of concrete, metal, composition and wood surfaces.—Wellington.

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The plant of the American Viscose Corp., Marcus Hook, Delaware County, Pa., which had been under consideration for abandonment by the concern because of high taxes and unfavorable business conditions, not only will be continued in operation, it has been announced, but will be improved through the expenditure of \$200,000. The number of employees will be increased to 1620 during an experimental period of 6 mos.

According to Richard P. Brown, State Secretary of Commerce; Lewis G. Hines, State Secretary of Labor and Industry, and William C. Appleton, president of the corporation, following a session together, the decision came about after a vote by employees to accept a cut of 10 per cent in pay, bringing wages down to the scale of the company's employees at Lewiston, Pa.—Lansing.

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